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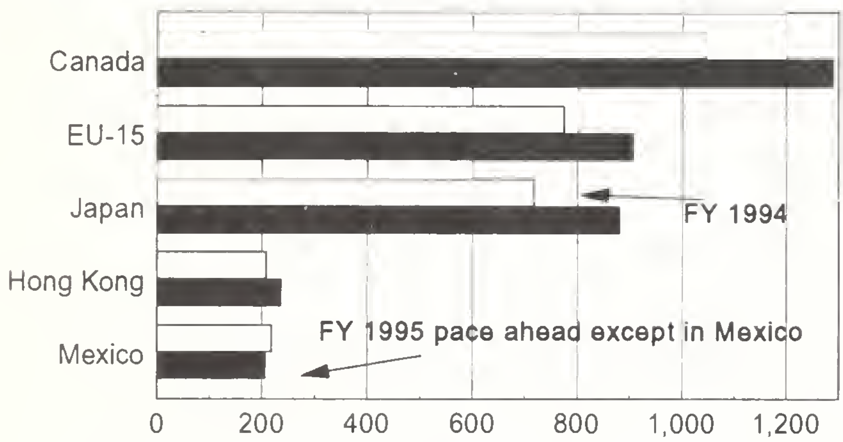
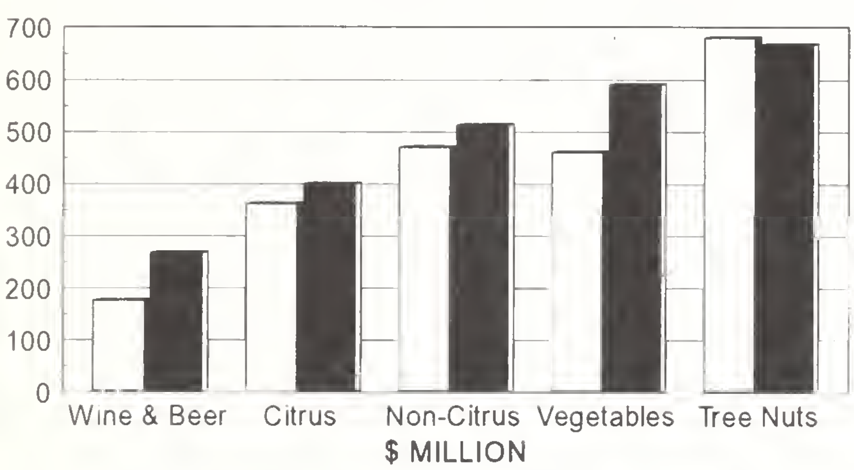
World Horticultural Trade & U.S. Export Opportunities

EXPORT FORECAST FOR HORTICULTURAL PRODUCTS REVISED UPWARD TO RECORD $9.4 BILLION

U.S. HORTICULTURAL EXPORTS SURGE IN FY '95 AS YEAR-TO-DATE PACE OUTSTRIPS FY '94 RECORD



FRESH VEGETABLES LEAD GAINERS



Source: U.S. Census Data
Note: all citrus, non-citrus and vegetables are fresh

Exports of U.S. horticultural commodities and products continue to expand at an increasing rate. The pace of shipments through March suggests another in a succession of 11 record-breaking yearly outcomes. Export value in FY 1994 was $8.09 billion, an 11-percent rise over the previous year. For FY 1995, the pace through March is almost 21 percent above the same period last year. This commanding jump, coupled with our strengthened competitive position resulting from a weak dollar in Japan and some EU markets, points to an upward revision of the FY 1995 export forecast to $9.4 billion. The top chart shows the gains made in some of the major markets for U.S. horticultural commodities and products. Shipments to Canada and Japan are almost 23 percent ahead of last year, while deliveries to the EU-15 countries are 17 percent above FY 1994 levels. Of the top five, only recession-hit Mexico has fallen behind last year's pace. Collectively, these markets account for about three-quarters of total value shipped during Oct-Mar. The bottom chart provides a glimpse of some of the product areas where gains have been made thus far in FY 1995. For example, increases are notable in fresh vegetables, and fresh citrus and non-citrus fruit. The most dramatic percentage rise in value has been in wine and beer, where the pace is 52 percent above the same period last year.

Approved by the World Agricultural Outlook Board - USDA

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ANALYSIS

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Brian Grunenfelder	202-690-2702	Trade policy, food safety, and plant health group leader
Bill Janis	202-720-0897	Fresh and processed potatoes, tree nuts, tropical fruits
Ross Kreamer	202-720-9903	Canned deciduous fruit, wine, brandy, table grapes, kiwifruit, NAFTA, PL-480, and GSM-102 export credits
Emanuel McNeil	202-720-2083	Fresh and processed vegetables, melons, bananas, nursery products, and cut flowers
Stephanie Riddick	202-720-9792	Dried fruit, avocados, beer, hops, and berries
Samuel Rosa	202-720-9792	Sugar, fresh citrus and juices, honey, mushrooms, and CBI
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Mark Thompson	202-720-6877	Cross-commodity issues and special projects

MARKETING

Jayne Carbone	202-720-0911	Citrus and processed fruit
Laura Davis	202-720-2252	Deciduous fruit
Ted Goldammer	202-720-8498	Wine, brandy, hops, and potatoes
Stacey Peckins	202-720-5330	Tree nuts, avocados, papaya, foliage, and plants
Elise Pinkow	202-690-1341	Table grapes, grape juice, cranberry juice, and berries
Steve Shnitzler	202-720-8495	Dried fruit, kiwifruit, and ginseng

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Export Summary

U.S. exports of horticultural products to all countries in March 1995 totaled $750.2 million, 9 percent above the same month a year earlier. Ten out of 14 categories of agricultural exports registered increases. Categories with the most significant increases in March were fruit and vegetable juices (up $12.4 million or 27 percent); beer (up $9.0 million or 31 percent); frozen vegetables (up $8.3 million or 30 percent); canned and prepared fruit (up $8.3 million or 63 percent) and fresh vegetables (up $7.4 million or 8 percent). Tree nuts registered the sharpest decline (down $12.0 million or 12 percent). During the first six months (October-March) of fiscal 1995, the total value of U.S. horticultural exports was $4.7 billion -- 21 percent over the same period last year. The total fiscal 1995 horticultural export forecast has been increased from $8.9 to $9.4 billion based on stronger than expected shipments to date. See front cover for more detail.

All measures not otherwise noted are metric. One kilogram (kg.) = 2.2046 pounds, 1 metric ton = 2,204.62 pounds, 1 liter = 0.2642 gallon, 1 hectoliter (hl.) = 26.42 gallons, and 1 hectare (ha.) = 2.471 acres.

U.S. EXPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
MAR 95

NAME GROUP & COMMODITY	QUANTITY CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR, FRUIT CITRUS MT										
GRAPEFRUIT	87,731	77,546	312,962	344,666	461,577	42,226	37,860	155,833	167,834	228,387
LEMONS	9,271	13,917	69,151	68,229	124,410	5,581	10,196	54,308	58,150	108,711
ORANGES, INCL TMPLS	71,717	83,297	247,947	291,181	543,324	37,994	45,385	134,864	157,092	291,021
OTHER CITRUS	6,264	4,045	20,086	19,933	26,339	4,116	3,245	15,838	17,278	20,325
Subtotal:----	174,986	178,808	650,147	724,011	1,155,652	89,919	96,687	360,845	400,355	648,447
FR, FRT, NON-CIT MT										
APPLES	50,601	59,270	371,815	422,649	662,897	31,184	37,460	229,327	255,139	404,229
AVOCADOS	661	1,118	3,063	6,773	8,923	706	1,207	3,095	5,931	11,337
CHERRIES SWT & TRT	41	216	203	872	30,641	163	218	498	878	130,864
GRAPES	1,869	1,208	93,421	93,836	215,510	2,210	1,393	106,497	115,145	244,148
KIWIFRUIT	1,817	2,089	6,748	7,184	8,748	2,992	3,120	10,120	10,059	13,091
MELONS	3,448	4,179	26,948	29,845	218,603	2,625	2,524	16,596	16,432	82,265
PAPAYA	650	775	3,741	4,439	7,759	1,246	1,774	7,156	8,821	14,547
PEACHES & NCTRNS	186	260	2,910	4,108	83,306	241	290	2,831	3,513	65,914
PEARS	10,468	7,106	79,945	92,563	137,040	5,775	4,288	44,224	48,655	74,043
PLUMS/PRUNES	240	399	3,378	4,772	69,918	322	339	3,117	4,665	56,882
STRAWBERRIES	4,096	3,710	12,396	11,116	57,107	6,707	5,388	27,372	25,574	94,942
OTHER NON-CITRUS	1,814	1,645	20,721	17,506	55,521	1,778	1,519	18,720	18,597	60,348
Subtotal:----	75,897	81,980	625,294	695,669	1,555,979	55,953	59,525	469,558	513,415	1,252,616
CND/PREP FRUIT MT										
CHERRIES TRT CND	475	1,107	2,422	3,582	5,656	727	1,234	4,167	5,890	10,117
FRUIT MIXTURES	1,912	3,164	13,110	16,280	26,348	2,152	4,174	15,516	19,279	30,536
MARACHINO CHRY	479	525	2,493	2,521	4,685	830	1,066	4,814	5,281	9,003
PEACHES CANNED	1,159	1,993	8,711	9,033	18,173	1,229	1,754	8,495	8,141	17,798
PINEAPPLE CANNED	347	499	2,148	1,887	4,156	304	462	1,923	1,640	3,659
FRT PREP/PRES	5,110	7,605	30,128	38,243	64,995	5,549	8,848	34,625	42,414	74,638
OTHER CANNED FR	3,001	4,776	14,959	21,211	43,183	2,368	3,885	13,437	19,236	38,088
Subtotal:----	12,484	19,672	73,973	92,760	167,199	13,162	21,426	82,981	101,884	183,843
DRIED FRUIT MT										
PRUNES, DRIED	4,217	4,967	30,979	32,471	57,923	10,133	12,017	70,670	76,018	137,199
RAISINS, DRIED	9,376	10,441	60,815	61,289	122,625	15,145	16,498	95,356	99,383	195,347
OTHER DRIED FRUIT	1,863	2,507	11,321	13,741	20,739	3,545	5,278	28,355	32,044	51,362
Subtotal:----	15,457	17,917	103,116	107,502	201,288	28,825	33,794	194,383	207,446	383,909
FROZEN FRUIT MT										
BLUEBERRIES, FZN	440	605	2,767	3,293	7,104	714	958	4,362	4,882	10,616
STRAWBERRIES, FZN	1,724	2,239	9,659	13,351	27,248	2,414	3,146	12,934	17,507	34,765
OTHER FZN FRUIT	1,056	1,894	5,315	7,873	15,317	1,576	2,977	8,476	12,081	23,995
Subtotal:----	3,222	4,739	17,742	24,518	49,670	4,705	7,082	25,773	34,471	69,377
FRT&VEG JUICE (SSE) KL										
GRAPEFRUIT JU CNC	3,816	3,690	12,450	24,259	37,622	4,219	4,438	11,839	18,354	33,808
ORANGE JU NT CNC	8,042	13,491	49,768	83,322	127,494	5,205	9,450	33,708	55,533	84,553
ORANGE JUICE CNC	20,663	19,642	99,506	120,215	268,785	12,691	13,930	61,738	77,056	149,035
OTHER JUICES	33,784	36,598	159,026	185,901	362,485	24,163	30,889	108,181	143,137	248,341
Subtotal:----	66,307	73,423	320,752	413,699	796,387	46,279	58,707	215,467	294,082	515,738
VEGETABLES FR MT										
ASPARAGUS, FR, CHLD	6,038	4,739	9,302	9,247	21,980	19,397	16,073	32,669	33,489	71,547
BROCCOLI	14,564	9,570	69,626	54,958	128,764	8,293	8,531	42,148	45,197	80,197
CAULIFLOWER	10,445	5,779	49,992	46,772	94,794	6,514	4,982	32,053	34,957	61,798
CELERY	12,092	11,224	65,380	61,394	117,643	2,980	5,825	20,480	32,172	37,955
LETTUCE, FR, CH.	29,201	25,079	168,524	158,685	309,932	11,368	15,511	65,985	98,686	126,426
ONIONS, FR	9,492	6,789	60,318	203,698	193,828	4,654	4,111	27,517	67,884	69,757
PEPPERS	4,563	3,382	25,354	24,282	52,747	3,900	4,409	21,605	25,908	44,884
TOMATOES, FR, CH.	9,477	8,138	65,282	66,871	148,517	7,226	7,578	58,561	61,170	114,143
OTHER VEG, FR.	51,419	57,966	240,223	301,189	686,139	29,248	34,000	159,744	189,749	361,952
Subtotal:----	147,296	132,669	754,005	927,100	1,754,349	93,584	101,024	460,767	589,217	968,665
VEGETABLES CANNED MT										
CATSUP & CHILI SA	2,709	3,724	13,061	21,682	31,335	2,115	2,761	11,045	15,506	24,793
SWEET CORN CANNED	10,835	14,029	83,119	82,816	150,029	9,009	11,568	66,041	70,076	121,698
TOMATO PASTE	6,885	7,956	39,364	51,220	76,150	5,422	6,721	32,374	41,801	63,088
TOMATO SAUCE	8,982	5,205	39,564	40,446	80,996	8,753	5,585	40,370	39,184	79,832
OTHER CANNED VEG.	18,547	18,797	103,745	109,055	206,930	23,211	22,772	129,848	132,947	249,921
Subtotal:----	47,961	49,713	278,854	305,222	545,443	48,511	49,410	279,681	299,516	539,334
FROZEN VEGETABLES MT										
FROZEN FRENCH FRY	22,219	31,100	119,040	165,805	246,544	16,092	22,662	85,167	123,896	178,026
FZN SWT CORN	5,731	4,778	32,853	36,452	62,340	5,040	4,320	28,936	31,985	55,228
OTHER POT. FZN	1,815	2,963	10,555	11,527	19,930	1,373	2,553	8,488	9,552	15,985
OTHER FZN VEG	4,537	6,824	26,685	35,403	55,286	4,633	5,889	25,349	31,222	53,023
Subtotal:----	34,304	45,667	189,133	249,188	384,101	27,140	35,425	147,941	196,656	302,264
DEHYD VEGETABLES MT										
GARLIC DEHY	689	519	3,796	3,743	8,031	1,699	1,364	9,256	9,051	19,224
ONIONS DEHY	2,152	2,836	13,078	19,738	28,721	4,896	5,904	29,539	37,614	61,580
POTATO DEHYD	3,177	5,697	19,948	27,081	41,546	3,352	5,540	20,743	27,532	43,252
OTHER DEHY VEG.	3,005	3,008	14,382	23,172	29,725	5,242	4,810	28,960	37,236	57,923
Subtotal:----	9,024	12,062	51,205	73,735	108,024	15,190	17,619	88,499	111,435	181,980
TREE NUTS MT										
ALMND SH/PREP	14,485	17,386	90,673	125,359	166,886	69,530	59,683	421,178	409,331	729,695
ALMONDS, UNSHLD	942	1,573	7,073	10,438	15,261	2,439	4,196	18,714	27,023	40,108
PISTACHIO, UNSHLD	985	942	5,419	8,033	10,469	2,980	3,391	15,675	22,395	29,952
WALNUTS, SHLD	1,392	1,555	13,741	14,930	20,192	5,701	5,535	47,209	41,172	71,786
WALNUTS, UNSHLD	1,038	517	39,657	47,704	45,510	1,725	985	75,819	77,491	85,496
OTHER NUTS	4,717	4,065	35,611	36,381	58,684	14,637	11,229	104,906	93,006	172,087
Subtotal:----	23,562	26,041	192,176	242,848	317,005	97,014	85,023	683,504	670,420	1,129,127
NURSERY PRODUCTS NONE										
CUT FLOWERS	0	0	0	0	0	3,465	3,352	18,989	17,344	38,587
OTHER NURSERY	0	0	0	0	0	20,383	19,429	79,770	88,811	153,273
Subtotal:----	0	0	0	0	0	23,848	22,781	98,759	106,156	191,860
HOPS & PRODUCTS MT										
HOP EXTRACT	715	380	3,527	2,677	5,400	5,778	6,829	41,023	46,740	62,297
HOP PELLETS	734	447	2,455	4,285	4,162	3,410	2,403	13,061	24,907	23,218
HOPS, NSFP	329	108	1,443	2,051	1,976	1,679	588	8,265	12,735	11,412
Subtotal:----	1,779	936	7,426	9,015	11,539	10,868	9,820	62,350	84,383	96,929
WINE KL										
GRAPE WINES	11,409	9,809	53,101	55,639	116,815	15,150	14,937	78,092	88,306	172,684
OTHER WINE PRODUCTS	572	539	5,787	6,269	13,398	1,010	881	5,442	7,060	13,847
Subtotal:----	11,981	10,349	58,888	61,909	130,213	16,161	15,818	83,534	95,366	186,531
MISCELLANEOUS KL										
BEER & BEVERAGES	44,633	58,711	187,838	351,032	598,932	28,788	37,830	115,765	213,897	373,685
EDIBLE PREPARATIONS	14,142	18,275	72,794	102,279	160,298	48,177	57,570	256,110	466,597	571,798
GINSENG	53	21	664	712	933	4,173	1,903	60,482	51,892	77,148
POTATO CHIPS	4,542	5,331	27,478	40,234	60,907	14,142	14,807	76,932	109,274	174,576
OTHER MISC.	0	0	0	0	0	21,097	23,931	112,317	133,026	250,246
Subtotal:----	63,371	82,339	288,777	494,259	821,071	116,379	136,042	621,608	974,688	1,447,455
Grand Total:						687,547	750,190	3,875,715	4,679,495	8,098,083

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES
WORLD TOTAL, OCTOBER-SEPTEMBER YEAR
MAR 95

NAME		QUANTITY					VALUE (1,000 DOLLARS)				
GROUP & COMMODITY		CURR MO LAST YR	CURR MO CURR YR	YR TODATE LAST YR	YR TODATE CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH FRUIT	MT										
APPLES		8,035	10,598	25,511	39,822	106,059	3,423	4,595	11,755	15,138	76,188
AVOCADO		98	13	6,686	17,028	14,211	138	5	4,135	16,616	12,538
BANANA		313,592	318,082	1,717,184	1,822,706	3,643,279	89,097	93,023	463,714	505,414	983,322
CANTELOUPE		42,548	53,137	134,346	161,403	224,836	12,462	15,509	40,121	46,725	67,706
GRAPE		77,293	85,916	212,352	241,032	311,027	56,649	64,124	162,816	191,166	251,625
KIWIFRUIT		311	780	1,850	1,269	29,335	178	453	1,581	818	17,612
MANGO		3,512	8,454	9,932	18,926	121,250	2,895	7,225	10,673	17,884	93,477
PEACH		4,613	7,724	42,907	49,114	43,118	3,005	4,960	27,647	31,432	27,816
PEAR		16,092	8,514	36,952	18,731	65,283	7,227	4,149	18,995	11,454	33,073
PINEAPPLE		12,649	11,019	57,379	59,105	126,505	4,407	3,668	20,306	19,516	40,775
STRAWBERRY		4,455	5,942	9,672	12,196	20,102	8,649	11,917	20,660	25,944	35,038
OTHER MELON		24,611	29,228	78,715	82,604	114,972	8,992	11,345	28,965	29,145	41,629
OTHER FRUIT		55,437	75,259	260,509	337,454	547,710	24,520	28,883	123,671	138,554	243,414
Subtotal:----		563,252	614,672	2,594,001	2,861,395	5,367,691	221,648	249,864	935,043	1,049,813	1,924,220
DRIED FRUIT	MT										
DRD APRICOT		743	1,125	5,489	8,259	10,400	2,118	1,823	14,321	12,825	23,920
DRD FIG & PASTE		1,305	1,829	6,914	8,776	11,732	1,434	1,862	8,737	10,258	15,131
OTHER DRD FRUIT		2,087	1,911	13,299	11,976	27,141	2,371	2,502	18,874	17,193	40,093
Subtotal:----		4,136	4,866	25,703	29,011	49,274	5,924	6,188	41,932	40,278	79,145
FROZEN FRUIT	MT										
FZN BLUEBERRIES		984	414	3,886	3,930	8,242	1,520	569	5,579	5,388	11,967
FZN STR		5,522	6,139	8,680	14,334	18,949	5,439	6,048	9,392	14,722	19,766
OTHER FZN FRUIT		3,399	2,593	16,194	13,411	34,646	4,405	3,104	18,125	15,826	40,152
Subtotal:----		9,906	9,147	28,761	31,676	61,838	11,365	9,722	33,097	35,938	71,887
CANNED/PREP FRUIT	MT										
CANNED OLIVES		6,371	6,523	35,373	32,431	70,223	14,323	17,936	74,727	81,668	152,061
CANNED ORANGES		5,600	7,330	21,970	25,210	52,281	4,144	7,104	17,335	22,266	41,356
CANNED PEACH		1,550	1,585	13,312	11,396	22,584	844	903	7,324	6,545	12,665
CANNED PINEAPPLE		30,919	23,917	166,277	153,176	330,958	17,626	12,898	94,107	75,416	178,064
MIXED FRUIT		2,388	3,034	22,713	21,916	36,254	2,095	2,623	19,186	16,494	30,687
PREP/PRES FRUIT		5,978	4,437	29,006	29,333	60,832	7,418	5,702	33,435	35,649	67,856
OTHER CANNED FRUIT		6,011	6,396	28,365	29,696	56,995	7,914	8,412	37,464	39,229	72,954
Subtotal:----		58,821	53,225	317,020	303,160	630,131	54,368	55,581	283,582	277,269	555,644
FRT&VEG JUICE (SSE)	KL										
APPLE JUICE		74,013	62,718	432,610	422,028	1,018,486	14,537	16,686	85,748	99,263	184,639
FCOJ		147,587	65,467	884,052	635,914	1,592,083	30,691	15,080	175,368	123,337	311,967
GRAPE JU		2,993	3,721	28,768	25,252	71,848	1,471	1,207	10,490	8,908	27,588
PINAP JU		22,069	33,059	155,564	160,553	287,725	4,944	6,841	34,858	31,303	61,809
OTHER FRUIT JUICES		15,751	29,089	101,057	117,744	230,804	9,879	10,679	51,743	56,694	103,032
Subtotal:----		262,416	194,056	1,602,053	1,361,494	3,200,947	61,524	50,494	358,210	319,506	689,037
FRESH VEGETABLES	MT										
GARLIC		2,968	2,432	18,183	7,557	31,117	2,870	2,900	11,886	9,803	24,827
ASPARAGUS		5,984	5,449	19,827	25,251	27,711	9,995	8,495	31,213	41,190	41,829
BELL PEPPER		23,090	19,656	89,276	91,368	121,842	22,531	18,309	91,609	114,242	142,760
CARROTS		3,932	5,249	41,155	62,618	60,094	1,197	1,315	9,814	16,974	15,433
CHILI PEPPER		6,702	9,647	22,720	36,724	43,897	4,456	8,214	24,395	39,293	43,110
CUCUMBER		38,911	41,366	199,229	184,027	250,972	11,793	21,174	83,376	107,006	106,902
ONIONS		74,161	65,603	175,267	143,940	254,652	28,187	22,330	90,695	81,876	136,642
POTATO, INCL SD		65,486	38,966	212,735	136,084	317,308	15,811	7,437	47,942	26,537	70,644
SQUASH		18,374	17,275	80,339	84,457	101,869	10,565	13,633	45,528	67,032	58,123
TOMATOES		84,072	96,301	260,649	312,008	401,875	41,078	53,506	230,598	249,055	328,154
OTHER FRESH VEGETAB		34,526	48,297	158,291	211,678	281,345	22,250	30,264	99,688	142,266	164,712
Subtotal:----		358,211	350,248	1,277,676	1,295,718	1,892,688	170,738	187,583	766,748	895,280	1,133,140
CANNED/DEHYD VEGET	MT										
CND ARTICHOKE		3,182	1,428	7,709	5,936	30,548	5,160	2,279	12,407	10,607	53,543
CANNED BAMBOO		1,753	1,703	16,534	14,697	29,691	1,394	1,379	12,973	11,401	23,548
CND MSHROOMS		6,368	7,613	25,914	31,565	64,543	12,787	15,876	51,940	74,489	132,677
CND PIMIENTO		481	606	3,533	4,442	6,649	602	759	4,161	6,228	8,273
CND TOM		2,553	3,126	17,844	23,387	45,118	1,139	1,201	6,450	8,392	16,746
CANNED WATERCHESTNU		4,183	2,115	13,855	10,973	39,849	2,849	1,406	10,139	8,373	27,363
TOMATO PASTE & SAUC		5,319	3,937	12,925	20,765	61,941	5,085	3,309	10,039	16,009	43,217
DRIED MUSHROOMS		104	160	707	1,089	1,554	1,368	1,811	8,710	11,283	16,994
DRIED TOMATOES		442	657	3,471	2,792	5,957	1,853	2,504	12,983	10,466	22,770
OTHER DEHYD VEGETAB		9,524	6,715	48,840	52,913	90,749	5,544	5,363	30,923	35,511	60,302
OTHER CANNED VEGETA		19,697	22,164	102,132	123,550	207,565	20,380	21,641	106,319	125,614	211,430
Subtotal:----		53,611	50,228	253,469	292,114	584,168	58,167	57,532	267,049	318,379	616,866
FROZEN VEGETABLES	MT										
BROCCOLI FZN		15,200	19,751	68,287	93,500	130,634	10,798	10,849	47,592	57,039	87,418
CAULIFLOWER FZN		1,031	847	24,742	21,047	29,523	695	594	21,202	13,305	24,636
POTATO FZN		11,923	14,770	64,504	79,590	130,215	6,750	9,248	36,081	47,163	72,129
OTHER VEG FZN		312,154	270,759	1,001,012	1,333,663	2,582,515	10,629	9,306	51,349	52,807	105,616
Subtotal:----		340,310	306,127	1,158,546	1,527,801	2,872,889	28,874	29,998	156,225	170,315	289,800
TREE NUTS	MT										
BRAZILS TOT		111	444	3,053	3,228	11,720	237	640	6,563	7,446	19,757
CASHEWS TOT		5,509	3,880	32,165	27,080	64,366	23,655	16,890	135,080	118,601	280,857
COCONUT		5,404	3,917	34,274	26,099	68,463	4,372	3,185	27,550	20,830	56,557
PECANS		3,290	1,041	9,803	21,631	13,178	5,722	3,709	21,612	52,509	32,545
OTHER NUTS		733	1,639	10,596	12,623	17,689	2,410	6,152	36,020	47,821	64,870
Subtotal:----		15,050	10,923	89,893	90,663	175,419	36,398	30,579	226,826	247,209	454,587
NURSERY PRODUCTS	M										
CARNATIONS		100,088	82,718	555,260	577,431	1,057,314	9,919	7,758	48,344	50,237	88,833
CHRISTMAS TREES		0	0	2,024	2,012	2,029	0	0	17,066	17,250	17,116
CHRYSANTHEMUMS		65,522	47,593	280,748	300,611	562,356	7,770	5,818	37,169	33,286	66,608
ROSES		46,925	35,610	350,626	367,405	677,762	10,857	7,017	66,271	69,800	124,203
TULIP BULBS		0	6	64,784	77,700	302,490	0	7	7,804	9,495	34,441
OTHER CUT FLOWERS		0	0	0	0	0	14,396	13,817	64,678	73,211	122,628
OTHER NURSERY PRODU		0	0	0	0	0	23,151	18,054	120,989	134,990	226,569
Subtotal:----		212,537	165,928	1,253,444	1,325,162	2,601,952	66,096	52,474	362,323	388,273	680,401
HOPS & PRODUCTS	MT										
HOPS & PELLETS		602	315	4,639	4,607	5,291	4,156	2,597	29,863	31,318	33,104
OTHER HOP PRODS		91	65	555	541	703	526	395	3,270	3,298	4,251
Subtotal:----		693	380	5,195	5,149	5,995	4,683	2,993	33,133	34,616	37,356
WINE	KL										
RED WINE		9,768	10,952	54,537	62,026	113,743	31,386	39,043	186,962	225,371	386,908
SPARKLING WINE		1,460	1,364	18,510	17,519	31,087	13,144	16,966	153,779	152,123	276,616
WHITE WINE		8,871	8,222	49,433	48,003	100,106	26,088	24,801	146,396	150,822	293,701
OTHER WINE PRODUCTS		0	0	0	0	0	6,216	5,917	35,979	37,966	72,239
Subtotal:----		20,100	20,539	122,481	127,549	244,937	76,836	86,728	523,116	566,284	1,029,466
MISCELLANEOUS	KL										
BEER & BEVERAGES		113,614	126,656	570,347	607,639	1,320,904	92,069	106,819	465,175	508,115	1,083,435
OTHER MISC.		0	0	0	0	0	63,751	72,817	376,135	408,432	779,176
Subtotal:----		113,614	126,656	570,347	607,639	1,320,904	155,820	179,636	841,310	916,547	1,862,611
Grand Total:							952,447	999,378	4,828,600	5,259,712	9,424,165

EXPORT NEWS AND OPPORTUNITIES

GSM-102 credit guarantee program for China adjusted to $100 million for a basket of commodities

A significant change in the China program was recently announced. For the remainder of fiscal year (FY) 1995, the $100 million of GSM-102 coverage will be available for a basket of commodities, including several horticultural products (see footnote 2, below). This means that shippers of various commodities will apply for coverage from the general pool rather than a specific line-item. No other activity was noted in the GSM-102 program since the May 1995 report. Under the GSM-102 credit guarantee program, repayment terms are usually three years. For example, through this program, the U.S. exporter can be paid by the U.S. bank immediately upon export if an irrevocable Letter of Credit is opened by the importer's bank and financed by the U.S. bank. The importer's bank then has up to three years to repay the U.S. bank. A slightly different approach has been specified for the FY 1995 program for Russia, which offers coverage only on 90-day terms. These repayment terms are also available for Mexico. (For further information on the GSM-102 program for horticultural commodities, contact Ross G. Kreamer, 202-720-9903.)

FY 1995 GSM-102
Credit Guarantee Coverage 1/

Country/ Commodity	Announced Allocations FY 1995 ($1,000)	Exporter Applications Approved ($1,000)	Balance ($1,000)
China			
Assorted 2/	100,000	0	100,000
Indonesia			
Potatoes 3/	2,000	0	2,000
Mexico			
Fresh Fruits 4/	5,000	0	5,000
Hops	5,000	2,300	2,700
Russia 5/	9,500	0	9,500
Tunisia			
Almonds/Walnuts	500	0	500
Raisins	500	0	500
Andean Region 6/			
Tree Nuts and Fresh Fruits 7/	1,000	0	1,000

1/ Coverage announced through May 17,1995.
2/ Assorted commodities, including hops and hop products, apples, and cherries.
3/ Cut and frozen for french fries.
4/ Apples, pears, plums, peaches, nectarines, kiwifruit, and strawberries.
5/ Apples, oranges, tangerines, lemons, pears, canned or frozen (corn, peas, mixed vegetables, tomatoes, green beans, and spinach). Sales must be registered by July 1, 1995; final export date is July 31, 1995.
6/ Includes Bolivia, Colombia, Ecuador, El Salvador, Peru, and Venezuela.
7/ Almonds, walnuts, pistachios, pecans, and hazelnuts; apples, pears, plums, peaches, nectarines, and strawberries.

Horticultural Trade Team finds strong market potential in Vietnam

A combined FAS Horticultural and Tropical Products Division and horticultural industry team visited Vietnam the week of May 8 to assess the market potential for U.S. horticultural products. The group met with government officials, as well as state and private trading entities, in both Hanoi and Ho Chi Minh City. The Government of Vietnam limits imports of "consumer/luxury" goods, a designation that extends to most horticultural products, through an import licensing system. However, the system is functioning and direct imports from the United States are taking place.

Apples are the leading horticultural item currently being imported from the United States. The team found Washington State apples prominently on display in fruit markets in both Hanoi and, to a much larger extent, Ho Chi Minh City. California grapes were reported to have performed well in the market last year. Traders are anticipating increased business for the coming season. Other products that are believed to hold significant, immediate term potential include oranges, almonds, other fresh fruit, and snack items (e.g., other nuts, potato chips). Importers indicated that, for price and quality considerations, they preferred to deal directly with U.S. exporters, as opposed to securing U.S. product indirectly through third countries (e.g., Singapore, Hong Kong). The consensus view of the team is that the greatest immediate potential for increased sales is in the South, notably Ho Chi Minh City.

Taiwan purchases U.S. potatoes at April tender, but quotas remain unfilled

Taiwan's Central Trust of China (CTC) accepted bids for 320 metric tons of U.S. potatoes at 3 tenders conducted in April, according to the Agricultural Section Chief in Taipei. These purchases follow initial purchases of 80 tons in February, when Taiwan first opened its market to U.S. potatoes. Due to a scarcity of bids, however, additional quota amounts may go unused because CTC regulations require three bidders for each tender. April's potato import quota was set at 1,800 tons. Large minimum lot sizes may still pose a problem, as all successful bids in April were for lot sizes in the range of 20-120 tons, while larger lots of 200 tons failed to attract enough bidders. U.S. fresh potato exports to Taiwan could reach $2-3 million annually after Taiwan lifts its quota system as part of its anticipated accession to the World Trade Organization.

WORLD TRADE SITUATION AND POLICY UPDATES

Canada announces plant health inspection fees for fruits and vegetables

Effective May 1, 1995, Canada is charging a plant health inspection fee of $30 on selected shipments of imported fruits and vegetables, thereby raising the cost of importing produce from the United States and other suppliers. Canada is the top market for U.S. horticultural products, with exports totaling $2.5 billion in CY 1994, an increase of 5 percent from the previous year. Additionally, effective May 17, 1995, Canada's requirement for an AMS quality certificate will be lifted for all U.S. fruits and vegetables except apples, potatoes, blueberries, and onions, a segment of trade worth about $125 million in CY 1994. Removing the certificate requirement permits U.S. exporters more flexibility in deciding whether to purchase an AMS quality certificate to reduce the risk of problems in Canada. Phytosanitary requirements were not affected by Canada's recent announcements. Agriculture Canada and Agri-Food Canada are also considering fees for quality inspection similar to those imposed for plant health inspection. Eventually, cost recovery measures will be imposed for all inspection services including registration, label review, import/export certification, grading, and laboratory work, raising the overall cost for trading with Canada.

Florida Tomato Exchange withdraws injury petition on imported tomatoes from Mexico

On May 4 the Florida Tomato Exchange withdrew its section 202 petition for relief from imported winter tomatoes. Withdrawal of the petition follows the International Trade Commission's April 17 preliminary negative determination of damage from imports. The withdrawal of the petition eliminates the need for a final injury determination, which had been scheduled for July 27. The Florida growers filed their petition following a surge in imports of Mexican tomatoes during February which caused wholesale prices to decline about 50 percent. A short crop in Florida, leading to higher-than-average U.S. prices, ideal growing conditions in Mexico and the devalued peso were key factors behind the surge. U.S. imports of Mexican tomatoes during the November 15, 1994 - February 28, 1995 period exceeded the NAFTA tariff rate quota assigned to that period, triggering an increase in duty from 2.6 to the pre-NAFTA rate of 3.3 cents per kilogram.

Korea liberalizes ginseng imports in Uruguay Round

As part of its Uruguay Round commitments, Korea has agreed to liberalize its import regime for ginseng in 1995 with the use of minimum market access (MMA) tariff rate quotas (TRQ's). Up to 34.1 metric tons of ginseng may be imported into Korea during 1995, and 36.6 tons in 1996, at a duty of 20 percent. Beyond these MMA quota levels, tariff rates of 245.1 percent and 829.7 percent, respectively, apply to imports of white and red ginseng. Korea also will apply an additional special safeguard tariff of 81.7 percent for white and 276.5 percent for red ginseng imports.

In-quota imports can be made only by the National Ginseng Cooperative Federation, but any importer willing to pay the higher tariffs may import ginseng beyond the TQR level. Despite the extremely high tariffs for out-of-quota imports, U.S. ginseng is expected to compete effectively with Korean ginseng. Intense competition is expected from imports of Chinese white ginseng.

Ginseng products (powder, extract, tea, etc.), which were previously importable into Korea, currently have tariff rates ranging from 8 to 20 percent, with an additional 10 percent special excise tax. In 1994, the United States shipped about $4 million of ginseng extract to Korea, but could not export ginseng root because of the import ban.

Strawberry Trade Situation in Selected Countries

Foreign fresh and frozen strawberry exports are forecast at record levels in 1994/95. Export increases are expected in most of the selected countries, with the recovery in Polish fresh strawberry production and sharp buildup in Polish frozen strawberry stocks expected to account for most of the increase in foreign export availabilities. Competition for import markets is expected to be more keen and prices are likely to be sluggish, especially for frozen strawberries. U.S strawberry exports in calendar year 1995 are not expected to reach last year's record due to increased competition, the devaluation of the Mexican peso, and an expected smaller strawberry harvest in California caused by weather problems. U.S. fresh and frozen strawberry exports in calendar year 1994 reached record values of $96.4 million and $36.3 million respectively. Continued strong demand from Canada and Japan, some expansion in the European Community partly due to reduced Polish supplies, greater shipments to Mexico, as tariffs were reduced under the NAFTA Agreement, and ongoing market promotion activities are the reasons for the higher 1994 U.S. exports .

Selected Country Strawberry Outlook

Fresh strawberry production in selected foreign countries in 1994/95 (crops harvested mostly in 1995) is forecast at 896,000 metric tons, up 5 percent from the previous year's harvest. Increases are forecast for all countries, except for Chile and Japan. The 1994/95 estimate for the total U.S. strawberry crop will not be released by the National Agricultural Statistics Service until January 1996. However, in April the 1994/95 California strawberry crop was estimated eight percent below the previous year's harvest due to unfavorable weather.

Foreign supplies of frozen strawberries in 1994/95 are forecast at a record 197,956 tons, 7 percent above the 1993/94 level. A large Polish stock carry-in is expected to more than offset a lower production forecast.

Selected foreign country fresh strawberry exports in 1994/95 are forecast at about the same level as the previous year's volume. However, foreign frozen strawberry exports in 1994/95 are forecast at a record 158,850 tons, 20 percent above the previous year's volume. Poland is expected to account for most of this increase as that country tries to reduce stocks.

Canada - Fresh Strawberries

Strawberries are an important horticultural crop in Canada, ranking third in value behind apples and blueberries. Farm cash receipts from strawberries reached C$54 million in 1994 despite weather related growing difficulties early in the season in Quebec and Ontario which reduced total crop prospects.

Strawberry production in Canada has remained relatively static for the past decade. However, cultivated area has increased sharply since 1990 providing increased production potential under good weather conditions. Production in 1994/95 (calendar year 1995) is estimated up 10 percent from the weather-reduced 1993/94 (calendar year 1994) crop mainly due to an increase in harvested area and favorable growing conditions. In marketing year 1993/94 (calendar year 1994), the United States remained the leading supplier of fresh strawberries to Canada (accounting for

99 percent of the market), valued at C$62.8 million. California strawberries capture nearly 85 percent of Canada's import demand for fresh strawberries with sales across all of Canada. The California Strawberry Advisory Board participates in the USDA's Market Promotion Program to promote the export of fresh strawberries to selected markets, including Canada. Florida supplies about 10 percent of Canada's fresh strawberry imports through sales to Central and Eastern Canada.

Canadian consumption of fresh strawberries has showed steady growth over the last decade averaging about a 3 percent increase per year. However, consumption decreased in 1993/94 as a smaller domestic crop reduced total fresh strawberry availability. Consumption in 1994/95 is expected to recover to about the level of 2 years ago.

Canada - Frozen Strawberries

Canada's annual output of frozen strawberries is down from levels realized in the 1980's. Frozen strawberry output in 1993/94 was lower than a year earlier reflecting a reduced domestic crop. Canada's small freezing operations are experiencing increased competition from U.S. strawberry processors as Canadian import duties decline to zero by January 1, 1998 under the U.S/Canada Free Trade Agreement and the NAFTA.

The United States becomes top supplier to Canada

The United States became the leading supplier of frozen strawberries to Canada in 1994 displacing Mexico for the first time. In 1994, the United States accounted for 53 percent of total Canadian frozen strawberry imports compared to less than a 25 percent share prior to the Free Trade Agreement. Mexico accounted for 44 percent of the Canadian market in 1994. The U.S. share of the market is anticipated to grow further in future years as Canadian duties decline under NAFTA. The NAFTA does not provide for reduced Canadian tariffs on imports of frozen strawberries from Mexico.

Mexico - Fresh Strawberries

Strawberry production in MY 1994/95 (August-July) is forecast at 85,000 tons, 6 percent above the previous season's output due to expanded area and favorable weather. Planted area expanded with the expectation of favorable international prices. Until the current season, planted area for strawberries had been falling from year to year. These past decreases in area have been the result of lower expected prices, weather problems, and the resulting poor financial status of producers.

The major market for Mexican fresh strawberries is the United States (99.8 percent of the total), with smaller amounts being shipped by air to Europe. Fresh strawberry exports in 1994/95 are forecast to increase about 5 percent to 20,000 tons. This slight increase is due to the lowering of the U.S. import tariffs and the price advantage due to the devaluation of the peso. The Government of Mexico's switch from a crawling peg exchange rate to a floating exchange rate during December 19-22, 1994 led to a large devaluation of the peso.

Most of 1994/95 strawberry imports occurred before peso devaluation

Mexico's fresh strawberry imports are forecast up slightly in marketing year 1994/95 (August-July). Since Mexico imports most of its fresh strawberries from the United States from July through November, most of the 1994/95 imports occurred prior to the impact of the peso devaluation.

Under the NAFTA, strawberry imports from the United States are no longer subject to a duty. Imports to Mexico from non-NAFTA countries are charged a 20 percent import tax. Mexican strawberry exports to the United States are also no longer subject to a duty. The tariff classification number is 08.10.10.01.

Mexico - Processed Strawberries

Mexican processed strawberry production in 1994/95 is forecast to increase about 6 percent to 34,000 tons. More strawberry area is being devoted to processed strawberries because of the advantage in export prices caused by the devaluation. However, processing plants need to compete with the fresh market where prices often are more favorable.

There are 25 strawberry processing plants in Mexico, eight of which are closed. The rest of the plants are operating at low capacity. A majority of plants are equipped to make all types of processed strawberries including: frozen with sugar, frozen without sugar, whole and sliced, and individual quick frozen (IQF). Most of the processed strawberries are packed either whole or sliced with sugar. However, reportedly as of now the IQF strawberry is in high demand.

Peso devaluation expected to boost exports

Exports of frozen strawberries in 1994/95 are forecast to increase 10 percent to 21,000 tons due to the price advantage caused by the peso devaluation and more availability of product. During the current export season, after the devaluation, prices for frozen strawberries for export were ranging from US $0.36 to $0.41 per pound compared to the average MY 1993/94 price of US $0.62 per pound. However if international prices continue to fall, frozen strawberry exports may not increase as expected because processors would have difficulty competing with the fresh market.

The United States is the major destination for Mexican frozen strawberry exports, accounting for 90 percent of the total market. U.S. frozen strawberry exports to Mexico have also been increasing.

Under the NAFTA, Mexico and the United States will reduce the import duty on frozen strawberries to zero in equal installments over 10 years. Imports from non-NAFTA countries into Mexico are charged a 20 percent import tax. For 1995, the import tax for frozen strawberries for either NAFTA member is 11.2 percent. The tariff classification number is 08.11.10.1.

Poland - Fresh Strawberries

Poland is the world's fourth largest strawberry producer. Strawberries are the second most valuable fruit produced in Poland.

Production and exports expected to rebound in 1994/95

Fresh strawberry production in Poland in 1994/95 (calendar year 1995) is forecast to rebound to 180,000 tons, from 1993/94's severely weather-reduced crop of 142,000 tons--the smallest crop in 10 years. The unfavorable weather in 1993/94 reduced harvested area by 24 percent and shortened the picking season. Last year's higher strawberry prices--which resulted from the reduced output--encouraged increased plantings for the 1994/95 season to about the level of 1992/93.

Fresh strawberry exports in 1993/94 declined 19 percent to 13,900 tons due to the smaller harvest. Exports in 1994/95 are forecast to increase to 17,000 tons based on the larger crop. The European Union is the largest importer of Polish strawberries with most going to Germany.

Consumption hits low in 1993/94 but is expected to recover in 1994/95

Fresh strawberry consumption in 1993/94 decreased sharply due to the smaller harvest, higher domestic prices, and sharp competition with the processing sector. Per capita consumption of fresh strawberries in Poland is low, estimated at 2 kilograms per year. Domestic sales of fresh strawberries are conducted mainly by the farmers themselves. Open market and truck sales are very popular with consumers because of lower prices charged compared with prices at the regular fruit and vegetable stores. Consumption in 1994/95 is expected to recover somewhat based on the larger harvest.

Poland - Frozen Strawberries

Poland is the world's largest exporter of frozen strawberries. Exports are forecast up sharply in 1994/95 as that country will try to reduce large stocks

In 1993/94, the Polish processing sector utilized 76 percent of the fresh strawberry crop compared with 59 percent the year before. Expected strong demand from EU countries is the reason for the higher processing use. As a result, frozen strawberry production in 1993/94 increased 7 percent despite a significant decrease in the fresh strawberry crop. However, high prices hampered Polish frozen strawberry exports in 1993/94 and stocks were built up sharply. Exports decreased 17 percent in 1993/94. Germany and The Netherlands are the largest importers of Polish frozen strawberries. Exports in 1994/95 are forecast to increase 28 percent to a record 105,000 tons as Polish processors try to draw down stocks.

Japan - Fresh Strawberries

Strawberry production on long-term steady decline

Strawberry production in 1994/95 is forecast at 200,000 tons, 4 percent below the previous year's harvest. The area planted to strawberries in Japan is in a steady long-term decline, decreasing approximately 3 percent each year, due to the long-term contraction of Japanese agriculture resulting from an aging population of farmers, rural labor shortages, and alternative demands on land use.

Fresh strawberry imports to increase in 1994/95

Although Japanese imports of fresh strawberries are only about 2 percent of total domestic consumption, the United States is by far the largest foreign supplier of fresh strawberries to Japan, with a market share of about 96 percent. Fresh strawberry imports are expected to increase sharply in 1994/95 (October-September) due largely to the shortfall in domestic production and expanding market promotions for imports by both Japan's major national supermarkets and medium sized regional markets. There is a steady year-round demand for fresh strawberries and the United States can supply strawberries during Japan's off-season (July - September).

Fresh strawberries are a favorite fruit in Japan

Fresh strawberries have been one of Japan's favorite fruits. Japan's younger age group (20's) selected fresh strawberries as the favorite fruit overall, according to a recent industry survey. Fresh strawberries are mainly consumed at retail outlets, confectionary stores, commercial bakeries (especially in the form of cakes), hotels and restaurants, and are most heavily marketed in December through May to coincide with the peak domestic harvest time. Strawberries are heavily consumed during the Christmas and New Year's holiday season, and also on spring time family occasions such as Girl's day (March 3) as well as during the Japanese school graduation and new school season (March-April).

Japan - Frozen Strawberries

Japan's frozen strawberry production is very minor, approximately 800 tons per year, or less than 3 percent of the nation's total frozen strawberry consumption. Frozen strawberries are generally imported on a just-in-time basis. The United States supplies about 57 percent of Japan's total import needs. Japan's imports increased in 1993/94 and are expected to increase in 1994/95 due to the extremely hot weather in the summer of 1994, the appreciation of the yen, and and the continued decrease in domestic fresh strawberry production.

California Strawberry Commission helps to promote consumption in Japan

Frozen strawberries are mainly consumed in the food processing sector, primarily for the production of jam, but also in the bakery, confectionary, ice cream, yogurt, and frozen desert industries. The food service industry is exploring the use of frozen strawberries, especially, with the prompting of the California Strawberry Commission, in the preparation of beverages.

Demand for frozen strawberries has been increasing, due to the product's versatility in cooking applications and the high quality of IQF processing. Recently, the California Strawberry Commision has been promoting frozen strawberries in the food service sector, (including hotels, restaurants, bars and snack bars), and particularly, in Japan's fast growing fast food chains and family restaurant chains.

Spain - Fresh Strawberries

Spanish strawberry production in 1994/95 (calendar year 1995) is forecast at 225,000 tons, up 3 percent from 1993/94 (calendar year 1994), due to increased yields. Improved cultivation practices have generated higher yields, allowing production to continue trending upward. On the other hand, area has declined since 1988/89 due to fierce market competition and and a shift to more profitable alternative crops. Area currently seems to have stabilized.

Spain is the world's largest exporter

The bulk (95 percent) of Spain's strawberry exports go to traditional markets in the EU, mainly France and Germany. Spanish strawberry exporters reportedly do not have plans to expand into markets other than traditional ones, mainly because of competition, high transportation costs and high product perishability.

Spanish fresh strawberry exports totalled 125,000 tons in 1993/94 (calendar year 1994), 7 percent above the previous year's level. This increase is due to a larger strawberry crop and a depreciated Spanish peseta. Exports in 1994/95 (calendar year 1995) are forecast unchanged from the previous year's level. The Spanish fresh strawberry export season begins in January, reaching its peak during the months of February through April, when strawberries from other EU countries begin to be marketed.

Spain - Frozen Strawberries

Strawberries in Spain are not specifically planted for processing or freezing purposes. About 10 to 15 percent of the strawberries produced are delivered to processors. In 1993/94, more strawberries were processed for export than normal to offset reduced strawberry supplies in Poland, a major supplier to the EU. Frozen

strawberry exports in 1993/94 totalled 25,800 tons, 50 percent above the previous season's volume. Exports are expected to continue strong in 1994/95 due to the depreciated Spanish peseta. The bulk of Spanish frozen strawberry exports take place during the months of May and June, and the remainder are shipped until Fall. The destination of most of these exports are other EU countries.

Italy

Strawberry production in 1994/95 (calendar year 1995) is forecast at 160,000 tons, up 3 percent from 1993/94 (calendar year 1994). The upturn reflects a 2 percent increase in harvested area and potentially higher yields because of mild temperatures during the winter months.

After the record high production levels reached in the 1980's, strawberry area has been gradually declining, due to very high labor costs connected to the picking operations, as well as increasing competition from Spain in the major European markets. The increasing yields, especially in covered fields, which now represent over half of the total area, slowed the decline in production despite the diminished planted area.

Weak lira boosts Italian exports

Italian fresh strawberry exports in 1993/94 (calendar year 1994) reached 64,000 tons, 38 percent above the previous year's volume. The weak lira was one of the major reasons for the increase. Also, mild weather during the 1993/94 winter caused an early ripening of the strawberries, which meant Italy could export to Germany and other major markets well before fruit from competing suppliers could arrive on the market. Exports in 1994/95 (calendar year 1995) are expected to continue strong due to the continued drop in the Italian lira versus the German Mark which should favor Italian shipments to Germany. However continued strong competition with Spain may create problems for Italian exporters.

Domestic strawberries are mainly consumed fresh with very little fruit being processed. Fresh consumption is generally favored by the lack of alternative fresh fruits in the Spring. Frozen consumption and exports have been relatively constant.

Chile

Strawberry production in 1994/95 (harvested October-May) is forecast to decline 19 percent to 13,000 tons. Planted area is estimated down 7 percent due, in part, to phytosanitary problems with rootstock from one of the two major nurseries, which limited supplies. Additionally, drought during the winter lowered the water level in wells, thereby preventing many producers from putting in plants for the current season. The drought was followed by higher-than-normal temperatures from November through January, which significantly reduced yields.

As a result of the smaller fresh strawberry outturn, the volume of strawberries for processing is forecast down 12 percent to 3,485 tons in 1994/95. Frozen strawberry exports consequently are forecast to decrease slightly.

United States

The United States is the world's largest producer of fresh and frozen strawberries.

Production has been growing steadily for the last two decades to meet consumer demand for year-round availability. U.S. per capita fresh strawberry consumption has doubled since the early 1970's.

The farm value of 1993/94 U.S. fresh and frozen strawberry production set an all-time record of $823.6 million, the 5th consecutive annual increase. Strawberries are now the fourth most valuable fruit produced in the United States, following grapes, apples, and oranges.

The United States is the world's second largest exporter of frozen strawberries and the third largest exporter of fresh strawberries

The United States is the world's second largest exporter of frozen strawberries, preceded by Poland, and the third largest exporter of fresh strawberries, preceded by Spain and Italy. The United States faces strong competition from a number of producing countries. The primary competitors in the European market are Spain, Italy, France, and Poland. Other competitors are countries in Africa and Central America, and Israel. These countries are now supplying European markets in the off-season.

MPP funds instrumental in boosting U.S. exports

The California Strawberry Commission (CSC) has received Market Promotion Program (MPP) funds since 1990. These funds have been instrumental in expanding markets in Japan, Mexico, and Canada. For example, while frozen strawberries

are traditionally sold to jam, ice cream, and yogurt manufacturers, the CSC has encouraged the use of U.S. frozen strawberries in restaurants, bars, coffee shops, and other food service sectors, with the introduction of new beverage and desert products. In Canada, Japan, and Mexico, retail promotions for fresh strawberries focus on the fact that California strawberries are available in the off-season.

The 1993/94 U.S. strawberry crop is estimated at a record 737,632 tons, up 12 percent from 1992/93 because favorable weather boosted yields. California's 1993/94 crop was 591,848 tons (80 percent of the total U.S. harvest), 14 percent above the previous year's output. Florida produced 76,294 tons (10 percent of the total U.S. harvest), up 4 percent from the year before.

Adverse weather in California affects 1994/95 harvest

U.S. strawberry production in 1994/95 is projected to be lower due to damage from flooding in California in mid-March. The final offical estimate for the 1994/95 U.S. strawberry crop will be released by the National Agricultural Statistic Service (NASS) in January 1996. However, in April NASS did release strawberry production forecasts for the states of California and Florida (which combined normally account for about 90 percent of the total U.S. harvest). Strawberry production in 1994/95 in California is forecast by NASS at 545,944 metric tons, 8 percent below the previous year's output. Strawberry production in Florida in 1994/95 is forecast at 76,204 tons or about the same as the previous year's level.

U.S. strawberry exports hit record levels in 1994

U.S. fresh and frozen strawberry exports in 1993/94 (calendar year 1994) reached record levels. U.S. fresh strawberry exports in 1994 totalled 57,335 tons, 24 percent above the previous year's volume. U.S. frozen strawberry exports in 1994 reached 28,639 tons, 56 percent above the 1993 volume. Continued strong demand from Canada and Japan; some expansion in the European Union due to the smaller Polish strawberry crop; increased shipments to Mexico as a result of the NAFTA; and ongoing market promotion activities are the reasons for the higher U.S. exports. See pages 19-20 for exports by destination.

U.S. strawberry exports may be down in 1995

U.S. fresh and frozen strawberry exports in 1994/95 (calendar year 1995) are expected to decrease due to the smaller crop in California; increased competition from Poland due to a recovery in fresh strawberry production and a large frozen strawberry stock carry-in; the Mexican peso devaluation in Mexico; and increased competition from other countries.

The United States is the world's largest consumer of fresh and frozen strawberries.

Fresh use accounts for about 70 percent of total production with the rest processed. Most processed strawberries are frozen whole (individually quick frozen, IQF) or sliced, with less than 10 percent of recent U.S. strawberry crops used for juice or puree. Frozen berries are packaged for retail sales and sold in bulk to makers of jam and jelly, syrup, juice drinks, ice cream, yogurt, as well as bakery and confectionary products. In 1993, there were 19 strawberry processors in California and about a dozen in Oregon (the third largest strawberry producer). In the last 3 years, about 70 percent of California's strawberries and virtually all of Florida's strawberries were marketed fresh. Only about 10 percent of Oregon's strawberries were marketed fresh. The other states provided mostly fresh-market strawberries to local markets.

U.S. imports of fresh and frozen strawberries currently account for about 4 percent and 13 percent respectively of total U.S. consumption. Mexico is the major supplier of fresh and frozen strawberries to the United States.

(For further information on supply, distribution, and trade, contact Joe Somers, 202-720-2974, or Stephanie Riddick, 202-720-9792. For information on marketing opportunities, contact Elise Pinkow, 202-690-1341. For information on production, contact Kelly Strzelecki at 202-720-6791.)

FRESH STRAWBERRIES: PRODUCTION, SUPPLY, AND DISTRIBUTION
MARKETING YEARS 1991/92-1994/95
IN METRIC TONS

Country	1991/92	1992/93	1993/94	1994/95 F
Canada 1/				
Production	29,005	32,424	30,000	33,000
Imports	36,400	36,880	38,000	38,500
Exports	31	23	55	50
Processing	8,100	7,900	7,700	7,500
Consumption	57,274	61,381	60,245	63,950
Chile 2/				
Production	11,000	14,000	16,000	13,000
Imports	0	0	0	0
Exports	22	10	24	15
Processing	3,278	3,840	3,976	3,485
Consumption	7,700	10,150	12,000	9,500
Italy 1/				
Production	145,000	145,000	155,000	160,000
Imports	7,485	9,330	11,000	10,000
Exports	46,780	46,234	64,000	60,000
Processing	15,000	15,000	15,000	15,000
Consumption	90,705	93,096	87,000	95,000
Japan 2/				
Production	208,600	208,600	207,400	200,000
Imports	3,703	3,549	4,127	7,000
Exports	4	3	3	3
Processing	6,140	6,080	5,300	4,000
Consumption	206,159	206,066	206,224	202,997
Mexico 3/				
Production	70,000	94,570	80,000	85,000
Imports 4/	1,228	2,315	5,214	6,000
Exports	9,500	13,700	19,000	20,000
Processing	38,500	36,000	32,000	34,000
Consumption	23,228	47,185	34,214	37,000
Poland 1/				
Production	205,000	200,000	142,000	180,000
Imports	0	0	0	0
Exports	23,600	17,265	13,900	17,000
Processing	120,000	118,000	108,000	106,000
Consumption	61,400	64,735	20,100	57,000

Continued

Fresh Strawberries Continued

Country	1991/92	1992/93	1993/94	1994/95 F
Spain 1/				
Production	189,700	213,600	219,400	225,000
Imports	192	0	0	0
Exports	104,293	117,830	125,000	125,000
Processing	20,000	26,000	34,000	37,000
Consumption	65,599	69,770	60,400	63,000
Total Foreign				
Production	858,305	908,194	849,800	896,000
Imports	49,008	52,074	58,341	61,500
Exports	184,230	195,065	221,982	222,068
Processing	211,018	212,820	205,976	206,985
Consumption	512,065	552,383	480,183	528,447
United States 1/				
Production	596,656	656,621	737,632	NA
Imports	10,797	14,227	19,843	NA
Exports	46,386	46,293	57,335	NA
Processing	151,999	197,630	226,752	NA
Consumption	409,068	426,925	473,388	NA
Grand Total				
Production	1,454,961	1,564,815	1,587,432	NA
Imports	59,805	66,301	78,184	NA
Exports	230,616	241,358	279,317	NA
Processing	363,017	410,450	432,728	NA
Consumption	921,133	979,308	953,571	NA

1/ Marketing season begins in January of second year shown.
2/ Marketing season begins in October of first year shown.
3/ Marketing season begins in August of first year shown.
4/ Bureau of Census data.

FROZEN STRAWBERRIES: PRODUCTION, SUPPLY, AND DISTRIBUTION
MARKETING YEARS 1991/92-1994/95
IN METRIC TONS

Country	1991/92	1992/93	1993/94	1994/95 F
Canada 1/				
Beg. Stocks	1,700	2,100	2,032	2,650
Production	4,240	3,798	3,620	3,550
Imports	9,385	9,407	9,896	10,000
Exports	68	59	110	100
Consumption	13,157	13,214	12,788	13,100
End. Stocks	2,100	2,032	2,650	3,000
Chile 2/				
Beg. Stocks	50	62	73	71
Production	3,278	3,840	3,976	3,485
Imports	0	0	0	0
Exports	1,946	2,464	2,528	2,250
Consumption	1,320	1,365	1,450	1,250
End. Stocks	62	73	71	56
Italy 1/				
Beg. Stocks	0	0	0	0
Production	15,000	15,000	15,000	15,000
Imports	3,721	4,775	5,000	5,000
Exports	3,124	1,805	3,300	3,500
Consumption	15,597	17,970	16,700	16,500
End. Stocks	0	0	0	0
Japan 2/				
Beg. Stocks	0	0	0	0
Production	790	750	800	750
Imports	19,794	21,670	28,027	32,000
Exports	0	0	0	0
Consumption	20,584	22,420	28,827	32,750
End. Stocks	0	0	0	0
Mexico 3/				
Beg. Stocks	0	0	0	0
Production	38,500	36,000	32,000	34,000
Imports	0	160	220	155
Exports	20,500	19,500	19,000	21,000
Consumption	18,000	16,660	13,220	13,155
End. Stocks	0	0	0	0

Continued

Frozen Strawberries Continued

Country	1991/92	1992/93	1993/94	1994/95 F
Poland 1/				
Beg. Stocks	0	0	0	15,450
Production	110,000	95,000	102,000	95,000
Imports	255	255	250	255
Exports	103,000	88,000	81,800	105,000
Consumption	7,255	7,255	5,000	5,000
End. Stocks	0	0	15,450	705
Spain 1/				
Beg. Stocks	0	0	0	0
Production	12,000	20,000	26,000	28,000
Imports	176	800	3,500	3,000
Exports	8,438	17,100	25,800	27,000
Consumption	3,738	3,700	3,700	4,000
End. Stocks	0	0	0	0
Total Foreign				
Beg. Stocks	1,750	2,162	2,105	18,171
Production	183,808	174,388	183,396	179,785
Imports	33,331	37,067	46,893	50,410
Exports	137,076	128,928	132,538	158,850
Consumption	79,651	82,584	81,685	85,755
End. Stocks	2,162	2,105	18,171	3,761
United States 1/				
Beg. Stocks	99,745	78,834	97,114	110,994
Production	121,790	165,879	166,469	NA
Imports	19,771	19,507	19,219	NA
Exports	13,614	18,334	28,639	NA
Consumption	148,858	148,772	143,169	NA
End. Stocks	78,834	97,114	110,994	NA
Grand Total				
Beg. Stocks	101,495	80,996	99,219	129,165
Production	305,598	340,267	349,865	NA
Imports	53,102	56,574	66,112	NA
Exports	150,690	147,262	161,177	NA
Consumption	228,509	231,356	224,854	NA
End. Stocks	80,996	99,219	129,165	NA

1/ Marketing season begins January 1 of second year shown.
2/ Marketing season begins October 1 of first year shown.
3/ Marketing season begins in August of first year shown.

U.S. EXPORTS OF FRESH STRAWBERRIES
CALENDAR YEARS 1990-1994
IN METRIC TONS

Destination	1990	1991	1992	1993	1994
North America					
Canada	33,209	36,185	35,539	35,611	38,873
Mexico	211	351	2,221	3,583	6,816
Subtotal	**33,420**	**36,536**	**37,760**	**39,194**	**45,689**
The European Union					
United Kingdom	604	822	2,499	1,668	3,700
Germany	525	556	746	416	958
France	53	97	380	199	457
Italy	37	272	261	9	277
Other	115	62	142	36	346
Subtotal	**1,334**	**1,809**	**4,028**	**2,328**	**5,738**
Asia					
Japan	3,520	3,808	3,578	3,967	4,338
Other	106	189	156	70	293
Subtotal	**3,626**	**3,997**	**3,734**	**4,037**	**4,631**
Oceania					
Australia	320	651	491	177	143
Other	36	16	18	17	31
Subtotal	**356**	**667**	**509**	**194**	**174**
Other Countries	**151**	**180**	**355**	**540**	**1,103**
Grand Total	**38,887**	**43,189**	**46,386**	**46,293**	**57,335**

Source: U.S. Bureau of Census

U.S. EXPORTS OF FROZEN STRAWBERRIES
CALENDAR YEARS 1990-1994
IN METRIC TONS

Destination	1990	1991	1992	1993	1994
North America					
Canada	2,241	2,836	2,776	3,915	5,268
Mexico	0	349	328	226	153
Subtotal	**2,241**	**3,185**	**3,104**	**4,141**	**5,421**
European Union					
France	0	40	13	268	2,016
Germany	11	12	3	19	1,012
The Netherlands	0	0	20	0	1,869
United Kingdom	94	88	133	3	1,051
Other	0	3	8	0	583
Subtotal	**105**	**143**	**177**	**290**	**6,531**
Form. Soviet Union					
Russian Federation	0	0	0	8	184
Subtotal	**0**	**0**	**0**	**8**	**184**
Asia					
Japan	11,770	7,398	8,277	11,955	13,982
Korea	0	115	290	296	919
Other	35	182	135	5	55
Subtotal	**11,805**	**7,695**	**8,702**	**12,256**	**14,956**
Oceania					
Australia	482	790	1,556	1,409	1,223
Other	120	13	16	0	0
Subtotal	**602**	**803**	**1,572**	**1,409**	**1,223**
Other Countries	**115**	**13**	**59**	**230**	**324**
Grand Total	**14,868**	**11,839**	**13,614**	**18,334**	**28,639**

Source: U.S. Bureau of Census

U.S. IMPORTS OF FRESH STRAWBERRIES
CALENDAR YEARS 1990-1994
IN METRIC TONS

Origin	1990	1991	1992	1993	1994
North America					
Canada	93	35	4	22	55
Mexico	12,601	13,041	9,238	12,747	18,950
Subtotal	**12,694**	**13,076**	**9,242**	**12,769**	**19,005**
Central America					
Guatemala	547	365	561	280	208
Costa Rica	366	268	3	0	1
Subtotal	**913**	**633**	**564**	**280**	**209**
South America					
Colombia	801	381	514	651	125
Other	3	1	25	55	4
Subtotal	**804**	**382**	**539**	**706**	**129**
Oceania					
Australia	0	2	39	45	9
New Zealand	185	172	407	428	486
Subtotal	**185**	**174**	**446**	**473**	**495**
Other Countries	**2**	**1**	**6**	**0**	**5**
Grand Total	**14,598**	**14,266**	**10,797**	**14,227**	**19,843**

Source: U.S. Bureau of Census

U.S. IMPORTS OF FROZEN STRAWBERRIES
CALENDAR YEARS 1990-1994
IN METRIC TONS

Origin	1990	1991	1992	1993	1994
North America					
Canada	253	0	22	0	0
Mexico	18,550	21,053	18,258	18,359	18,392
Subtotal	**18,803**	**21,053**	**18,280**	**18,359**	**18,392**
Central America					
Guatemala	1,438	33	42	21	98
Other					
Subtotal	**1,481**	**93**	**42**	**21**	**98**
South America					
Ecuador	391	692	628	828	694
Other	221	58	108	39	18
Subtotal	**612**	**750**	**736**	**867**	**712**
Eastern Europe					
Poland	853	244	696	243	0
Other	220	136	17	4	0
Subtotal	**1,073**	**380**	**713**	**247**	**0**
Other Countries	**5**	**68**	**0**	**13**	**17**
Grand Total	**21,974**	**22,344**	**19,771**	**19,507**	**19,219**

Source: U.S. Bureau of Census

AVOCADO SITUATION IN SELECTED COUNTRIES

Avocado exports by selected foreign countries are expected to decrease by 3 percent in 1994/95. Weather reduced harvests in South Africa and Spain have reduced export availabilities. This should create openings in European import markets. Israel is expected to emerge as the world's largest avocado exporter. Prospects for U.S. avocado exports in 1994/95 should also improve depending on the size of the domestic harvest. Both U.S. exports and imports of avocados to date (November 1994 to March 1995) are running sharply ahead of the previous year during the same time period. Chile is targeting Europe to diversify its markets.

Selected Country Avocado Outlook

This article is based on information obtained from Agricultural Attache' reports received at the end of 1994.

Despite production and weather problems in some countries, production of avocados in selected foreign countries in 1994/95 is estimated at 908,000 tons, 3 percent above the previous year's harvest. Increases in Chile, Mexico, and Israel more than offset production decreases in South Africa and Spain. The National Agricultural Statistics Service (NASS) will release the 1994/95 U.S. crop estimate in July.

Foreign exports, however, are forecast to decrease 3 percent to 122,000 tons in 1994/95 because of sharp declines in export availabilities in South Africa and Spain.

Chile

Avocado production in 1995 is estimated to increase 28 percent to 64,000 tons due to an increase in the number of bearing trees and favorable weather. Current assessments indicate Chile's avocado production will increase 15 percent annually for the next five to seven years due to an expanding production area, the planting of new varieties, and the currently large number of non-bearing orchards. The large increase in plantings was encouraged by high producer prices for the last several years and favorable demand in export markets.

In Chile, 95 percent of all commercial avocado trees are planted in the central area of the country; from Region IV (La Serena), through Region VI (Rancagua), including the Metropolitan Region. In the near future, most of the expansion will come from the recently expanded Hass orchards, most of which are targeted for the export market. Production of the Hass variety, which makes up 55 percent of the Chilean avocado area, is expected to exceed 70,000 tons by 1997, up 133 percent from 30,000 at present. The Fuerte variety is the second most popular in Chile.

Chilean avocado exports in 1994/95 are forecast to increase 22 percent to 22,000 tons. The United States continues to be Chile's largest export market. However, the avocado producers association has been advising its members to divert some of their best fruit to the European market during the current export season in order to improve future access in that market. This is not surprising as many producers in Chile remain concerned about the long term possibility that Mexico may gain access to the U.S. market. In addition, all Chilean fruit producers, including avocado producers, are concerned about the continued revaluation of the Chilean peso against the dollar, most recently in November. They recognize the possibility of reduced returns for producers in 1994/95.

Consumption in 1994/95 is forecast at 42,000 tons, 31 percent above the previous year's level, but only 4 percent over the 1992/93 level. The larger crop and promotional campaigns contributed to the increase.

The Chilean producers contribute approximately U.S. 10 cents per box for promotional campaigns, most in the United States. They are

expected to continue efforts to diversify markets including exports to Europe and Argentina.

Israel

Avocado production in 1994/95 is estimated to increase to 60,000 tons, up 22 percent from the previous year. This increase is, in part, due to increased plantings over the last few years.

The 1993/94 estimate was revised downward from 75,000 to 49,000 tons. This was due to abnormally high temperatures in the spring which caused extensive fruit drop. In previous years financial and other natural weather problems including frost, hail and snow have contributed to a decrease in production.

Because of cold weather problems, the Ettinger is becoming the preferred variety in Israel because the Ettinger ripens early and most of the crop is harvested before December, thus escaping frost damage. The Ettinger variety also produces relatively high yields. The Fuerte, Hass, Nabal and Reid varieties are the other significant varieties grown in Israel. Currently, there is evidence of increased plantings that may signal increased production in the coming years. Because of increased plantings and the use of water and other resources in avocado producing areas, the Government of Israel forecasts that production will reach 80,000 tons and exports 60,000 tons by 1997.

Israel is expected to become the world's largest avocado exporter in 1994/95

Exports from Israel are forecast to reach a record 41,000 tons in 1994/95, an increase of 41 percent over the 1993/94 volume. The expected increase in production is a major reason for higher exports. France continues to be Israel's largest market, accounting for over 50 percent of total exports. Germany, however, has also been increasing its imports from Israel in recent years, with sales accounting for 15 percent in 1993. Other European customers for Israel include the U.K., Scandinavia, Benelux, and Switzerland. Spain and Mexico are Israel's primary competition in the European markets.

Consumption of avocados in Israel has been relatively stable over the last several years. The local marketing board, FPMBI, continues to conduct advertising campaigns to increase domestic consumption. Supermarket promotions were successful in the first half of the 1993 season in advertising "ready-to-eat" avocados. These promotions increased sales 25 percent during that time period. In addition, Israel has sold export quality fruit on the domestic market, which is a change in policy because in the past, the domestic market served as a dumping ground for export rejects.

Japan

Japan is not a producer of avocados and so depends entirely on imports for their total supply. As a result of its non-producer status and high currency value, Japan continues to be a most desirable market in terms of sales of quality fruit and prices paid to exporters. Since the introduction of avocados into Japan in the early 1970's, avocados have continued to grow in sales, consumer acceptance and creativity in their use.

Japanese imports of avocados are forecast to rise to 4,000 tons in 1995. Imports were down sharply in 1994 due to reduced supplies from the United States caused by weather problems. Currently, only the Hass variety is marketed to Japan.

The decreasing value of the U.S. dollar against the yen may increase imports to Japan

The United States and Mexico are the sole suppliers of avocados to Japan. U.S. avocados usually face stiff competition from Mexico. While the declining dollar against the yen has helped U.S. export prospects to Japan, Mexico's peso devaluation has offset a large part of the U.S. advantage. Mexican avocados are usually lower priced than those from the United States and are favored by a lower rate of import duty (6 percent for the United States compared to 4 percent for Mexico on a CIF basis) due to Mexico's status under the Generalized System of Preferences. Further, Mexican avocados have a competitive edge in terms of marketing, as the majority of Mexican avocados are sold on a consignment basis, greatly increasing the flexibility of the local dealers to change their marketing strategy while minimizing import risk. U.S. shippers, faced with a much higher cost structure, usually are unable to handle the uncertainty of consignment, and so demand a firm price in advance.

The success of U.S. avocados in Japan is largely due to the avocado's health conscious image and active promotional activities by the California Avocado Commission. Challenges for expanding consumption in the future in Japan will be to

further educate the Japanese consumer on when to eat avocados and how to use them. At present, most avocados in Japan are sold at the retail level and are prepared either by themselves or in salads. The Japanese, however, have continued to use avocados in non-traditional ways (i.e. soups, milk shakes) which may signal more promising growth in avocado use throughout the food industry and the spread of these ideas to other countries.

In addition, the food service industry including restaurants and hotels, also shows an extremely high potential for increased avocado usage. Promotional efforts aimed at this area of the food marketing system may increase consumer awareness and knowledge of avocados and create promising returns. It will also be a challenge to expand the awareness and availability of avocados beyond the confines of the major cities to regional Japanese consumers.

The Japanese prefer the larger size 24 avocados which constitute 70 percent of avocados on the market. Recent wholesale prices of California 24's have ranged from 2,500 to 2,800 yen per flat and retailed at 200 yen per piece in August, 1994. Mexican 24 avocados were between 2,300 and 2,500 yen per flat wholesale and 180 yen per piece, retail.

Mexico

The World's Largest Producer

Mexico is the world's largest producer of avocados, accounting for approximately 79 percent of the expected output for selected major producing countries (excluding the United States) in 1994/95. Production in 1994/95 is estimated at 718,000 tons, slightly above last year's output. This increase is based on favorable growing conditions and more trees coming into production in the state of Michoacan. However, it is reported that low farmgate prices, limited credit availability, and rising production costs have forced many marginal producers out of the avocado sector. This has also limited the planting of new trees.

The state of Michoacan produces over 85 percent of the total Mexican crop. The balance of avocados are grown in the States of Puebla, Nayarit, Mexico, and Morelos. The main avocado variety is the Hass. Other varieties include the Crillo, Fuerte, San Miguel, and Taylor. Mexican avocados are harvested year-round with the peak season between October and February in Michoacan.

New outlets needed for additional production

Unlike some other producing countries, the vast majority of avocado production in Mexico is sold to the fresh domestic market. Exports of avocados currently account for only about 2 percent of production. Europe, Canada, and Japan are Mexico's largest export markets. Future growth in the Mexican avocado industry will depend in great part on the growth in exports. Without new outlets for additional production, it is unlikely that any significant expansion in production will take place in the next 3 to 5 years because of limited new plantings, credit availability, and low domestic prices.

The phytosanitary ban that prohibits Mexican fresh avocados from entering the United States, with the exception of Alaska, is still in place. However, the USDA is considering a proposal for the establishment of a systems approach for permitting the importation of fresh Hass avocados grown in certain areas of the state of Michoacan. According to sources within the Mexican industry, about 15-20 percent of the fruit now produced is considered to be of export quality.

The United States imports Mexican processed avocados. U.S. census data show that the United States imported over 6,000 tons of processed avocados in calendar year 1993. In 1994 over 11,000 tons were imported, an increase of 82 percent.

Mexico maintains its 20 percent tax on imports of avocados with the exception of the United States, where under NAFTA regulations there is a tariff of approximately 10.5 cents/Kg in 1995. This tariff (08.04.40.01) will be phased out in 10 years.

South Africa

The South African avocado industry is relatively small by world standards and is currently facing some production difficulties. Avocado production in South Africa is estimated to have decreased sharply to 36,000 tons in calendar year 1995. This represents a 30 percent decrease from the 1994 record of 51,238 tons. In 1994, favorable weather and abundant water supplies were responsible for the superior production year. In 1995, the sharp decrease is being blamed on the current drought, and an "off-year" in the alternate bearing cycle when trees are stressed from yielding a large crop.

It is thought that after a record crop and the serious drought conditions that it will take a few years for the industry to recover even if normal rainfall returns soon. There is a current shortage of irrigation water that may be due to overuse and which may curtail expansion of the industry in the short run.

At present, about 9,500 hectares are planted for avocados in South Africa. The main region is the Letaba district of North Eastern Transvaal including Tzaneen and Letsitele which is 55 percent of the plantings. The second largest production area is the Nelspruit Burgershall area in Eastern Transvaal which contains 23 percent of the total planted area or 2,185 hectares.

The avocado industry in South Africa is technically advanced. Production starts in the nursery where cloned Phytophthora (root rot) resistant rootstocks are produced from the Duke variety on which the desired variety is grafted. This nursery procedure is complex and costly. The tree, now ready to be planted sells for about R20 depending on the quantity purchased.

About 70 percent of South African avocados are exported. All export efforts in South African production are aimed at meeting the import requirements of the European markets. This includes size, quality, harvesting techniques, transportation, and post harvest handling.

South African exports expected to decrease dramatically

South African exports are expected to fall by 33 percent due to the sharp decrease in production, to 25,000 tons in 1995. Exports are usually contracted with private traders with the subtropical arm of UNIFRUCO, the big deciduous fruit exporter, as a major player. About 95 percent of South Africa's avocado exports go to the EU.

Domestic consumption of avocados is also expected to decrease by 21 percent to 11,000 tons due to the smaller harvest. Approximately 30 percent of the crop is consumed domestically. Fresh avocados are usually marketed through municipal markets but direct contracts are becoming more popular.

South Africa does not generally import avocados. The low internal prices combined with a 5 percent duty on imports, effectively limits shipments from overseas. Only small quantities from nearby countries are able to cross the border.

The South African Grower's Association (SAGA) looks out for the interests of the industry and is financed by a voluntary duty on exports. SAGA also finances research and negotiates with government officials. The industry no longer has any government assistance after losing the 6 percent GEIS export incentive that was available before the new GATT agreement. However, when the South African avocados recover from the effects of the drought, the industry is expected to be highly effective and profitable.

Spain

The 1994/95 season is expected to be a difficult one for Spain's avocado industry. Production is estimated at 30,000 tons in 1994/95, 35 percent below the previous year's harvest. This is the second biggest decline in two years; down from 46,000 in 1993/94 and 56,000 tons in 1992/93. High temperatures at the end of June and the beginning of July throughout the avocado growing areas led to large crop losses. Reportedly, up to half of the avocado fruit of the Hass variety, which accounts for almost 80 percent of total production, did not develop. However, fat content, quality and the size of the remaining fruit appears good.

The Spanish avocado production area is concentrated in Andalucia, generally in the provinces of Granada and Malaga which account for about 80 percent of the total production area. The remaining avocados are produced in the Canary Islands and in the Levant. Water supply limitations, especially in Andalucia, are likely to keep the avocado production area stable for the foreseeable future in Spain.

The primary avocado varieties grown in Spain are the Hass, Bacon, and Fuerte. Hass accounts for almost 80 percent of the total production and is the most popular. Although, some producers have recently tried growing the Gwen and Fuerte varieties because of their higher yields and earlier ripening qualities. Spanish avocados are marketed from October to June in Peninsular Spain and from September to March in the Canary Islands.

Exports in 1994/95 are forecast at 18,000 tons, down almost 33 percent from the previous year due to the smaller harvest. This is the second decrease in exports in two years. Spain exports primarily to EU countries with France

taking about 80 percent of the total. Spain competes with Israel for sales to the EU during the same export season each year.

In the 1990's avocado consumption in Spain has grown rapidly. It is still relatively small however, at only .5 Kg per capita in 1994. Even with the poor crop, consumption is forecast to dip only slightly to 19,500 in 1994/95 from 20,200 tons the previous year, less than 4 percent.

Consumption could expand with greater consumer education showing when to eat avocados and the many uses for them. Avocados are still considered relatively new to the Spanish consumer and are sold in retail stores when they are immature. Currently, they are generally eaten fresh in salads, with shrimp, or in a dip.

Poor Spanish crop creates U.S. export opportunities

Spanish avocado imports in 1994/95 are forecast to increase dramatically. Opportunities are promising especially between July and September when there are no avocados available from the Spanish crop in the local market.

The Spanish ban on U.S. fresh fruits, including avocados was lifted on June 1, 1993. The Spanish law implementing this EU-wide phytosanitary regulation became effective upon its publication in the Spanish State Gazette on June 3, 1993. Imports of U.S. fresh avocados are now permitted, but must be accompanied by an APHIS phytosanitary certificate.

United States

The National Agricultural Statistics Service will release a production forecast for the 1994/95 crop in July. According to industry sources, production in 1994/95 may exceed 155,000 tons, 13 percent above the previous year's weather reduced harvest. To date weather conditions have been fairly good in California and Florida for the avocado growing season.

In 1993/94 poor weather adversely affected production with output falling 48 percent to 137,575 tons. This decline represented an "off-year" in the alternate bearing cycle and also reflected moderate drought conditions in the California growing areas.

U.S. avocado exports to date running sharply ahead of previous years

Based on the U.S. Bureau of Census data, U.S. avocado exports to date (November 1994 to March 1995) totalled 6,099 tons, 146 percent above the previous year's volume during the same time period and the highest level since 1987/88 during the same time period. A sharp increase in exports to the European Union is the major reason for the higher shipments to date. Total exports for the year will depend on the size of the U.S. crop.

In 1993/94 the United States exported 9,014 tons of avocados valued at over $11.3 million. France was the major market accounting for 24 percent of total U.S. exports. Canada and Japan were next accounting for 22 and 21 percent of volume, respectively. The Netherlands imported over 15 percent of U.S. exports and the U.K. took nearly 10 percent.

U.S. imports to date of fresh and processed avocados are also up sharply

U.S. imports of fresh avocados to date (November 1994 to March 1995) totaled 12,032 tons, 124 percent above the previous year's volume. Chile is the major supplier of fresh avocados, accounting for about two-thirds of total U.S. imports to date. U.S. imports of processed avocados to date (November 1994 to March 1995) totaled 7,979, 77 percent above the previous year's volume. Mexico accounts for nearly all U.S. imports of processed avocados. Total imports for the year will depend on the size of the U.S. crop.

U.S. avocado imports rose in 1993/94 to almost 18,000 tons, valued at $17.3 million. This is an increase of nearly 44 percent over the previous year due to the U.S. production shortfalls. Most of the imports came from Chile, over 12,040 tons or 67 percent, and the Dominican Republic, 4,648 tons or 26 percent of the import total.

U.S. consumption of avocados has kept pace with total supply in recent years. Current data suggests that this trend will continue. It is believed that consumption of avocados in the U.S. is closely linked with the growing Hispanic population and the nation's increasing interest in ethnic and gourmet foods.

(For further information on avocado supply, distribution, and trade, contact Stephanie Riddick, 202-720-9792. For information on marketing contact Stacy Peckins, 202-720-5330. For information on production contact Kelly Kirby Strzelecki, 202-720-6791.

AVOCADOS: PRODUCTION, SUPPLY, AND DISTRIBUTION
(Metric Tons)
Marketing Years 1992/93 - 1994/95

Country/ Marketing Year 1/	Production	Imports	Total Supply	Exports	Domestic Consumption	Total Distribution
Chile						
1992/93	45,000	79	45,079	4,561	40,518	45,079
1993/94	50,000	95	50,095	18,000	32,095	50,095
1994/95 F	64,000	100	64,100	22,000	42,100	64,100
Israel						
1992/93	50,000	0	50,000	30,500	19,500	50,000
1993/94	49,000	0	49,000	29,000	20,000	49,000
1994/95 F	60,000	0	60,000	41,000	19,000	60,000
Japan						
1992/93	0	4,573	4,573	0	4,573	4,573
1993/94	0	3,600	3,600	0	3,600	3,600
1994/95 F	0	4,000	4,000	0	4,000	4,000
Mexico						
1992/93	725,000	0	725,000	18,000	707,000	725,000
1993/94	709,000	0	709,000	15,000	694,000	709,000
1994/95 F	718,000	0	718,000	16,000	702,000	718,000
South Africa						
1992/93	34,431	0	34,431	22,431	12,000	34,431
1993/94	51,238	0	51,238	37,238	14,000	51,238
1994/95 F	36,000	0	36,000	25,000	11,000	36,000
Spain						
1992/93	56,000	300	56,300	40,100	16,200	56,300
1993/94	46,000	1,000	47,000	26,800	20,200	47,000
1994/95 F	30,000	7,500	37,500	18,000	19,500	37,500
TOTAL FOREIGN						
1992/93	910,431	4,952	915,383	115,592	799,791	915,383
1993/94	905,238	4,695	909,933	126,038	783,895	909,933
1994/95 F	908,000	11,600	919,600	122,000	797,600	919,600
United States						
1992/93	264,490	12,455	276,945	14,600	262,345	276,945
1993/94	137,575	17,874	155,449	9,014	146,435	155,449
1994/95 F	N/A	N/A	N/A	N/A	N/A	N/A
GRAND TOTAL						
1992/93	1,174,921	17,407	1,192,328	130,192	1,062,136	1,192,328
1993/94	1,042,813	22,569	1,065,382	135,052	930,330	1,065,382
1994/95	N/A	N/A	N/A	N/A	N/A	N/A

1/ Marketing Years: Chile - Calendar Year; Israel - October/September; Japan and South Africa - Calendar Year of the second year shown; Mexico - August/July; Spain - July/June; United States - November/October.
2/ United States estimates not available. F - Forecast
Sources: Reports from U.S. Agricultural Attaches. USDA/NASS estimates. U.S. Department of Commerce.

U.S. EXPORTS OF AVOCADOS
MARKETING YEARS (November/October) 1989/90-1994/95
METRIC TONS

Destination	1989/90	1990/91	1991/92	1992/93	1993/94	1994/95 1/
North America						
Canada	3,071	2,897	3,426	5,299	1,985	873
Mexico	0	23	0	16	0	0
Subtotal	3,071	2,920	3,426	5,315	1,985	873
European Union						
Sweden	1	0	13	376	226	211
United Kingdom	285	221	363	1,897	877	772
Netherlands	3	18	108	482	1,411	724
France	71	32	493	2,928	2,195	3172
Germany	95	21	0	4	79	0
Spain	0	0	0	132	20	0
Other	7	45	16	53	112	0
Subtotal	462	337	993	5,872	4,920	4,879
Asia						
Singapore	2	3	0	0	28	0
Korea, Republic of	45	16	8	4	56	10
Hong Kong	0	9	0	3	71	22
Taiwan	6	0	0	67	0	0
Japan	958	1,085	2,246	3,310	1,940	266
Subtotal	1,011	1,113	2,254	3,384	2,095	298
Other Countries	19	37	24	31	15	50
Grand Total	4,563	4,407	6,697	14,602	9,015	6,100

1/ Year to date (November to March)
Source: U.S. Bureau of the Census

U.S. IMPORTS OF AVOCADOS
MARKETING YEARS (November/October) 1989/90-1994/95
METRIC TONS

Destination	1989/90	1990/91	1991/92	1992/93	1993/94	1994/95 1/
North America						
Mexico	19	233	807	541	718	0
Subtotal	19	233	807	541	718	0
European Union						
Italy	0	0	59	0	0	0
Subtotal	0	0	59	0	0	0
Caribbean						
Bahamas, The	79	98	60	315	468	102
Jamaica & Dep.	0	0	2	15	0	0
Haiti	0	0	0	2	0	0
Dominican Republic	1,331	1,935	5,783	6,011	4,648	3,755
Leeward-Windward Is.	4	0	0	0	0	0
Subtotal	1,414	2,033	5,845	6,343	5,116	3,857
South America						
Columbia	2	0	0	0	0	0
Chile	10,349	11,276	16,807	5,570	12,040	8,067
Subtotal	10,351	11,276	16,807	5,570	12,040	8,067
Other Countries	0	36	17	2	0	109
Grand Total	11,784	13,578	23,535	12,456	17,874	12,033

U.S. IMPORTS OF PREPARED AVOCADOS
MARKETING YEARS (November/October) 1989/90-1994/95
METRIC TONS

Destination	1989/90	1990/91	1991/92	1992/93	1993/94	1994/95 1/
Mexico	2,568	5,048	5,331	5,798	10,031	7,965
Costa Rica	0	0	0	0	0	14
Honduras	0	34	0	0	0	0
Israel	0	0	5	0	0	0
South Africa, Repub.	0	0	0	7	0	0
Phillipines	0	1	1	0	0	0
Grand Total	2,568	5,083	5,337	5,805	10,031	7,979

1/ Year to Date (November to March)
Source: U.S. Bureau of the Census

Switzerland's Reform of Asparagus Import Regime Improves Market Access for U.S. Fresh Green Asparagus

Market access is expected to significantly improve for U.S. exports of fresh green asparagus to Switzerland as a result of concessions gained in GATT Uruguay Round multilateral negotiations with Switzerland. Under the Uruguay Round Agreement, Switzerland has committed to replace its existing "three-phase" asparagus import regime on July 1, 1995, with an open access policy, with the exception of the period May 1 to June 15. This new regime is an improvement over the previous system in that it includes the eventual elimination of the tariff on product imported outside the restriction period and limits the restriction period to 46 days. Under the previous regime, the restriction period had an indefinite duration. Imports during the restriction period now are expected to remain roughly equal to previous years, but are expected to expand during the rest of the season with more predictable, lower tariff access.

Swiss Asparagus Import Regime

This report focuses on the highlights and mechanics of the licensing system of the asparagus import regime and the implications of the Swiss approach to tariffying this system as a part of its GATT Uruguay Round commitment on agriculture.

Under the soon-to-expire Swiss asparagus import regime, licensing for fresh green asparagus is restricted by an import calendar intended to protect domestic production. Until recently, the licensing system had not been changed since it was implemented in 1953. The system covers only green asparagus. White asparagus can enter without restraint, except for application of the customs duty, throughout the year.

The Swiss import calendar is divided into a three-phase system. Phase I, covers those periods when there is little or no domestic supply. Importers are required to obtain a "general import license". The Swiss Government uses these general licenses to collect data on import volumes. There is no quantitative restriction associated with licenses granted under phase I of the program. This phase is important, however, in that licenses granted under phase II are based on volumes imported during phase I.

In phase II, imports are controlled through quota allocations. This phase refers to periods when an informal "consultative" group made up of importers, retailers, government officials, and producers decide that quotas are necessary to restrict imports. Recipients of the licenses under the import quota are obliged to purchase a percentage of the quantity they supply to the Swiss market from Swiss producers. Each importer is granted a minimum allocation. Permission to import additional quantities beyond the base allocation is dependent upon quantities imported during phase I of the preceding two years. For example, licenses granted in the 1993 phase II period were based on imports of green asparagus (shipments of white asparagus do not count) in phase I of 1992 and 1991. The import duty under phase II is 7 Swiss francs per 100 kilograms.

Although limited quantities of imports continue during Phase II, the much lower quality of domestic product on the market falsely signals to the extremely quality-conscious Swiss consumers that the production season for fresh green asparagus has ended. This quality change severely dampens consumer demand. Monthly consumption statistics indicate that demand never recovers once Phase II is invoked.

Under phase III imports are prohibited. Because imported quantities are tied to purchases of domestic production during Phase II of the import licensing system, Switzerland can effectively cut off imports without ever shifting to Phase III of the licensing system. As a result, Phase III has never been used.

Unfortunately, the United States has had little leverage on the Swiss import regime under the old GATT rules. The licensing system applied to green asparagus does not represent a contravention of Swiss obligations in the GATT. The system was GATT-legal under the terms of the Swiss agricultural derogation negotiated as part of Switzerland's GATT accession agreement. However, under the terms of the GATT Uruguay Round negotiations, the Swiss licensing system is regarded as a non-tariff barrier to be tariffied (with the tariff applied only during past Phase II and III periods) and reduced over the six year reform period.

Switzerland is an excellent market for U.S. fresh green asparagus because of the Swiss preference for larger-stalk asparagus. The Swiss are willing to pay a premium price for this product which U.S. shippers have found almost impossible to sell in most other markets. U.S. exports to Switzerland have increased significantly in the past five years from 1,621 metric tons valued at $4.5 million in 1990 to 2,369 tons valued at $7.6 million in 1994.

The United States has historically accounted for the second highest level of imports into Switzerland, 34 percent in 1992, following France's 41 percent. Other suppliers include Spain, 21 percent, Italy, 1 percent, and Latin American countries, 1 percent.

U.S. Asparagus Access to Swiss Market Improves Via Uruguay Round Commitments

Under the Uruguay Round agreement, Switzerland committed to replace its existing "three-phase" Asparagus Import Regime with an open access policy, with the exception of the period May 1 to June 15. During this period, a "maximum tariff equivalent" duty of 8.64 Swiss franc (SFR) per kilogram would be assessed on imports to ensure full utilization of the country's small domestic production of 200 tons annually. This regime is an improvement over the previous one, because the high-tariff season occurs after California has finished shipping. Export opportunties for the Washington State crop which occurs mainly from June 1 to 30, will remain curtailed.

Special Bilateral Concessions

Under a special bilateral agreement, Switzerland agreed to two additional modifications of the post-Uruguay Round asparagus regime in exchange for concessions from the United States.

First, the year-round tariff of 7 Swiss francs per 100 kilograms was eliminated. This results in a savings of 180,000 SFR ($124,000 U.S.) per year.

Second, the Swiss agreed to limit the number of days the maximum rate of duty of 8.64 SFR per kilogram can be applied to only 46 days per year (between May 1 and June 15) which will be reduced by 15 percent over six years (beginning 1995). The Swiss, under the pre-Uruguay Round regime could invoke Phase II or Phase III between April 1 and June 30 each year. The following table reviews the periods phase II has been implemented in the past:

Periods of Phase II Implementation, 1989-1993

Year	Starting Day of Phase II	Ending Day of Phase II
1989	May 3	June 19
1990	April 23	May 22
1991	April 17	June 25
1992	April 29	June 14
1993	April 25	May 18

In 1992, Swiss asparagus production for April totaled 12 tons, followed by May with 128 tons, and June with 43 tons. During this same period, U.S. fresh green asparagus exports to Switzerland were as follows: January, 54 tons; February, 211 tons; March 1,287 tons; April, 1,099 tons; May, 204 tons; June, 20 tons; July, 3 tons; August, 4 tons; September, 3 tons; October, 9 tons; November, 17 tons; and December, 33 tons. A reduction of several days in the restriction period means that more U.S. product can be shipped at the tail end of California's shipping season.

In conclusion, it appears inevitable that U.S. fresh green asparagus exporters will continue to face market restrictions in Switzerland during the local production season, with the extent of those restrictions to be determined as Switzerland

implements its Uruguay Round concessions on July 1, 1995. U.S. exporters of fresh asparagus during the remainder of the season, however, appear to have brighter prospects due to more predictable access to the Swiss market with an eventual elimination of the import tariff.

(For further information contact Emanuel McNeil at 202-720-2083)

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAR 95

COMMODITY AND COUNTRY / COUNTRY REGION		QUANTITY CURR MO LAST YR	QUANTITY CURR MO CURR YR	QUANTITY YR TDT LAST YR	QUANTITY YR TDT CURR YR	QUANTITY LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	VALUE CURR MO CURR YR	VALUE YR TDT LAST YR	VALUE YR TDT CURR YR	VALUE LAST YEAR
FRESH FRUIT											
FR. APPLES(JUL)	MT										
MEXICO		19,216	8,297	88,772	55,352	152,059	11,189	4,489	50,646	31,772	86,274
TAIWAN		5,753	9,553	86,854	102,547	99,053	4,025	6,986	68,057	79,499	75,244
CANADA		8,063	7,391	60,079	61,770	80,913	6,051	5,527	45,094	44,437	59,914
HONG KONG		6,416	9,458	45,181	53,351	61,585	3,305	5,588	25,501	30,349	33,749
EU 15		2,261	4,783	27,582	43,462	36,288	1,377	2,697	13,322	20,962	18,074
THAILAND		2,102	2,627	24,571	28,157	31,005	1,289	1,820	17,456	18,315	21,277
OTHER		6,791	17,163	121,952	215,508	147,673	3,948	10,353	64,552	115,960	78,842
Subtotal:-----		50,602	59,271	454,992	560,147	608,577	31,184	37,460	284,628	341,296	373,374
FR. PEARS(JUL)	MT										
MEXICO		6,136	2,320	37,422	41,893	53,629	2,870	1,138	18,805	19,394	26,653
CANADA		2,797	2,618	33,396	40,114	39,645	2,062	1,804	22,454	24,039	26,222
EU 15		14	50	11,619	9,049	11,674	6	21	5,209	3,566	5,262
TAIWAN		1,196	1,460	4,761	6,585	8,059	662	927	2,821	4,016	4,834
OTHER		325	658	14,900	25,784	15,326	176	398	8,254	13,551	8,482
Subtotal:-----		10,468	7,107	102,098	123,425	128,332	5,776	4,288	57,543	64,566	71,452
APRICOTS(MAY)	MT										
CANADA		0	4	3,030	3,142	3,030	0	5	4,043	3,298	4,043
MEXICO		0	0	1,515	3,718	1,515	0	0	1,183	2,596	1,183
EU 15		0	0	317	222	317	0	0	955	615	955
OTHER		0	0	322	772	354	0	0	467	1,309	487
Subtotal:-----		0	4	5,184	7,854	5,216	0	5	6,647	7,818	6,667
FR CHERRIES(MAY)	MT										
JAPAN		0	19	12,467	15,597	12,467	0	26	77,333	92,582	77,333
CANADA		0	19	6,235	6,374	6,235	0	18	13,376	13,337	13,376
EU 15		39	172	2,212	4,403	2,213	156	145	7,920	11,332	7,926
TAIWAN		0	0	2,140	3,004	2,140	0	0	4,705	8,133	4,705
HONG KONG		0	0	1,847	1,377	1,847	0	0	5,550	3,668	5,550
OTHER		3	7	513	543	522	8	30	1,769	2,150	1,806
Subtotal:-----		42	217	25,413	31,299	25,424	164	219	110,653	131,202	110,696
PEACH-NECTRN(MAY)	MT										
CANADA		186	260	48,236	48,497	48,374	241	290	44,981	40,539	45,185
MEXICO		0	0	6,190	16,203	6,214	0	0	3,361	6,851	3,374
TAIWAN		0	0	4,194	12,446	4,207	0	0	4,269	13,511	4,276
OTHER		0	0	4,430	7,144	4,472	0	0	3,877	5,439	3,910
Subtotal:-----		186	260	63,050	84,290	63,265	241	290	56,489	66,340	56,746
PLUM-PRUNES(MAY)	MT										
CANADA		225	178	23,223	24,480	23,302	308	229	23,301	19,115	23,412
TAIWAN		0	0	13,733	25,396	13,733	0	0	12,198	22,161	12,198
HONG KONG		0	0	7,995	8,863	7,995	0	0	6,825	7,323	6,825
MEXICO		0	0	3,003	3,552	3,003	0	0	1,924	2,112	1,924
OTHER		15	222	6,656	8,938	6,660	14	111	5,869	7,603	5,875
Subtotal:-----		240	399	54,609	71,229	54,692	322	340	50,118	58,314	50,234
FR AVOCADOS(OCT)	MT										
EU 15		502	748	1,493	5,298	4,698	491	675	1,367	4,330	4,440
FRANCE		128	502	537	3,307	2,156	167	445	500	2,763	1,944
CANADA		39	196	787	1,060	2,054	54	157	927	878	2,728
JAPAN		101	116	725	331	1,995	126	285	691	593	3,905
NETHERLANDS		69	20	280	915	1,278	75	17	315	700	1,302
UNITED KINGDOM		134	166	447	827	865	127	174	404	699	871
OTHER		21	59	58	84	176	35	90	110	130	265
Subtotal:-----		662	1,118	3,064	6,773	8,923	707	1,208	3,095	5,932	11,338
FR KIWIFRUIT(OCT)	MT										
CANADA		476	366	2,618	2,590	3,730	616	515	3,179	3,156	4,605
TAIWAN		813	786	1,649	1,046	1,990	1,462	1,243	2,925	1,657	3,556
KOREA, REPUBLIC		344	796	1,324	2,226	1,729	649	1,172	2,451	3,640	3,120
MEXICO		104	56	465	387	502	91	42	440	264	494
OTHER		81	86	692	936	799	174	149	1,126	1,342	1,315
Subtotal:-----		1,818	2,090	6,749	7,184	8,749	2,993	3,120	10,120	10,059	13,091
FRESH GRAPES (MAY)	MT										
CANADA		1,070	995	109,919	100,936	111,233	1,629	1,160	121,391	111,036	123,408
HONG KONG		0	29	18,018	21,174	18,018	0	35	20,938	25,308	20,938
TAIWAN		20	33	13,330	14,731	13,330	21	19	17,239	20,876	17,239
MEXICO		692	0	10,427	22,589	10,757	468	0	9,747	19,218	9,922
OTHER		88	151	53,123	54,812	53,162	93	180	67,546	74,138	67,575
Subtotal:-----		1,870	1,209	204,817	214,242	206,500	2,210	1,393	236,860	250,575	239,081
FR STRAWBRIS(JAN)	MT										
CANADA		3,938	3,621	6,314	5,146	38,873	6,202	5,151	10,891	8,426	52,089
MEXICO		0	0	166	10	6,816	0	0	42	6	6,245
EU 15		67	13	341	102	5,738	126	35	825	298	11,850
JAPAN		0	25	0	31	4,338	3	49	3	59	21,177
UNITED KINGDOM		28	9	100	42	3,700	59	25	240	117	7,394
OTHER		91	52	242	266	1,570	376	154	955	705	5,003
Subtotal:-----		4,096	3,711	7,063	5,555	57,335	6,707	5,389	12,715	9,495	96,365
FR ORNG INC TMPL(NOV)	MT										
CANADA		25,980	25,391	107,222	104,867	188,551	12,941	10,984	54,822	48,913	93,157
JAPAN		23,506	29,159	58,797	77,829	158,170	13,589	19,471	34,254	52,512	94,865
HONG KONG		12,830	13,007	39,830	45,793	124,417	6,622	6,889	21,055	23,355	62,213
OTHER		9,403	15,740	25,952	41,829	76,902	4,842	8,041	14,078	22,524	39,918
Subtotal:-----		71,718	83,298	231,801	270,318	548,041	37,994	45,385	124,209	147,303	290,154
FR GRPFRT(SEP)	MT										
JAPAN		62,994	47,617	167,544	172,088	250,229	31,493	25,455	88,699	94,637	130,749
EU 15		9,557	14,960	82,893	104,203	102,114	4,539	6,506	40,584	45,934	50,415
CANADA		8,186	9,039	52,037	55,321	74,378	3,063	3,088	21,923	20,883	30,483
FRANCE		4,320	7,624	31,190	38,858	39,454	2,014	3,385	16,282	17,055	20,546
NETHERLANDS		1,679	1,461	21,559	30,303	26,469	845	626	10,242	13,703	12,834
OTHER		6,995	5,930	18,336	23,770	31,988	3,132	2,812	8,911	11,974	15,431
Subtotal:-----		87,732	77,547	320,809	355,382	458,709	42,227	37,860	160,117	173,428	227,078
FR TANGERINES(NOV)	MT										
CANADA		1,608	1,270	9,074	9,145	11,320	1,150	1,194	7,012	8,308	9,003
EU 15		426	95	843	372	967	217	65	452	280	512
UNITED KINGDOM		426	79	577	325	701	217	54	322	248	382
OTHER		284	258	488	1,421	514	239	333	472	1,436	497
Subtotal:-----		2,317	1,624	10,405	10,938	12,801	1,606	1,593	7,936	10,024	10,012

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
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COMMODITY AND COUNTRY / COUNTRY REGION		QUANTITY CURR MO LAST YR	QUANTITY CURR MO CURR YR	QUANTITY YR TDT LAST YR	QUANTITY YR TDT CURR YR	QUANTITY LAST YEAR	VALUE (1,000 DOLLARS) CURR MO LAST YR	VALUE CURR MO CURR YR	VALUE YR TDT LAST YR	VALUE YR TDT CURR YR	VALUE LAST YEAR
CANNED FRUIT											
CND PEACH&NECT(JUN)	MT										
JAPAN		443	526	4,025	3,192	5,674	492	445	4,605	3,378	6,363
CANADA		152	435	2,302	2,971	2,809	197	394	2,714	2,912	3,285
HONG KONG		99	91	1,363	735	1,768	86	92	1,247	703	1,515
TAIWAN		141	58	1,483	1,183	1,719	123	56	1,287	988	1,493
MEXICO		18	10	1,325	341	1,400	15	16	997	264	1,061
SINGAPORE		34	82	1,167	821	1,194	37	83	1,197	913	1,222
OTHER		273	792	3,884	5,492	4,744	278	669	3,210	4,741	3,866
Subtotal:-----		1,159	1,994	15,548	14,735	19,309	1,229	1,754	15,257	13,898	18,804
CND PEARS(JUN)	MT										
CANADA		186	213	1,283	1,904	1,554	194	163	1,313	1,768	1,595
JAPAN		41	41	371	317	402	39	43	411	359	425
MEXICO		0	7	148	25	164	0	3	139	19	144
OTHER		78	129	707	1,260	770	73	131	606	991	666
Subtotal:-----		305	389	2,510	3,506	2,890	307	339	2,469	3,137	2,830
CND PNEAPL(JAN)	MT										
JAPAN		168	194	269	226	985	150	191	277	219	929
CANADA		127	28	260	137	947	110	35	231	142	887
EU 15		39	202	124	305	756	33	167	106	248	654
MEXICO		6	15	36	18	522	5	8	28	11	361
GERMANY		26	62	110	165	420	22	50	94	132	335
RUSSIAN FEDERATI		0	17	0	17	302	0	9	0	9	204
OTHER		7	43	31	132	268	6	52	34	131	257
Subtotal:-----		347	500	719	836	3,779	305	462	675	760	3,292
FRT MIXTURES(JUN)	MT										
JAPAN		504	445	5,069	4,517	6,205	544	567	6,083	5,320	7,448
CANADA		490	1,144	5,051	4,596	5,677	602	1,828	6,316	6,012	7,055
HONG KONG		199	303	3,195	3,444	3,999	217	342	3,377	3,830	4,205
SINGAPORE		99	186	2,088	4,148	2,575	107	207	2,294	4,543	2,836
OTHER		620	1,087	8,183	8,428	9,517	682	1,231	9,854	9,616	11,359
Subtotal:-----		1,912	3,164	23,586	25,132	27,974	2,152	4,175	27,924	29,319	32,904
DRIED FRUIT											
DRD RAISINS(AUG)	MT										
EU 15		3,988	4,797	41,822	40,057	58,981	6,406	7,118	64,228	63,417	91,498
UNITED KINGDOM		1,652	2,207	17,367	18,522	26,123	2,638	3,328	26,948	28,035	40,217
JAPAN		2,015	2,196	16,601	16,109	25,338	2,962	3,284	24,649	23,455	37,283
GERMANY		829	805	9,123	5,273	12,132	1,128	1,138	12,093	7,813	16,772
CANADA		870	872	7,871	7,870	11,595	1,782	1,699	16,707	15,960	24,081
OTHER		2,504	2,578	20,787	21,039	29,191	3,995	4,397	32,086	35,429	45,919
Subtotal:-----		9,377	10,442	87,081	85,075	125,105	15,146	16,498	137,669	138,261	198,782
DRD PRUNES(AUG)	MT										
EU 15		2,085	2,993	24,146	24,178	32,679	5,066	7,635	54,986	59,386	77,852
JAPAN		1,160	965	9,589	8,910	14,216	2,927	2,174	21,383	19,615	32,752
GERMANY		1,031	1,091	7,848	7,201	10,952	2,629	2,717	17,657	16,993	25,806
ITALY		254	800	4,523	4,709	6,245	739	2,152	11,866	12,472	16,900
CANADA		375	486	3,236	3,144	4,683	908	1,139	7,533	7,347	11,106
NETHERLANDS		118	307	2,543	2,008	3,798	303	838	6,762	5,363	10,261
OTHER		598	523	6,488	6,141	8,925	1,233	1,070	12,834	12,987	18,240
Subtotal:-----		4,218	4,967	43,460	42,373	60,503	10,134	12,017	96,737	99,335	139,950
FRUIT JUICES(SSE)											
ORANGE JU CNC (DEC)	KL										
EU 15		7,584	6,459	23,534	43,238	91,091	3,149	3,038	10,185	22,307	36,218
JAPAN		4,907	681	11,178	4,413	69,389	2,666	835	7,264	3,143	28,196
FRANCE		3,739	2,959	14,117	18,796	38,676	1,678	1,176	5,890	5,925	14,007
CANADA		2,646	3,422	9,862	11,461	33,030	4,526	5,745	16,162	18,619	50,778
KOREA, REPUBLIC		2,006	2,794	6,793	6,325	24,619	1,042	1,454	4,851	3,548	15,559
NETHERLANDS		1,170	1,073	1,584	14,673	21,706	497	995	725	12,815	8,913
OTHER		3,521	6,287	14,853	25,475	46,673	1,308	2,859	5,786	11,128	19,103
Subtotal:-----		20,664	19,643	66,220	90,913	264,801	12,692	13,930	44,247	58,746	149,855
ORNG JU NTCNC(DEC)	KL										
CANADA		5,817	7,683	21,527	27,436	65,910	3,691	5,759	14,270	19,783	43,797
EU 15		1,197	4,366	7,802	25,332	52,654	801	2,545	4,791	14,726	32,983
BELGIUM-LUXEMBOU		113	3,081	1,094	17,449	30,665	81	1,792	692	9,856	18,995
UNITED KINGDOM		575	1,082	2,997	6,766	13,138	339	596	1,741	4,042	7,492
OTHER		2,043	1,442	5,606	6,019	21,381	1,546	1,146	4,353	4,830	16,115
Subtotal:-----		9,057	13,491	34,935	58,787	139,946	6,038	9,451	23,414	39,338	92,895
GRPFRT JU CNC (DEC)	KL										
JAPAN		2,108	1,529	4,069	4,873	17,232	3,092	1,751	5,996	5,026	21,264
EU 15		1,251	1,688	3,248	5,682	15,814	528	2,068	1,450	4,198	7,476
FRANCE		652	197	1,323	1,083	6,701	244	133	527	658	1,922
NETHERLANDS		68	1,321	375	1,886	3,860	62	1,842	197	2,468	2,806
CANADA		200	334	538	1,015	3,085	349	539	908	1,740	5,140
OTHER		257	139	992	5,564	5,012	250	80	599	1,928	2,503
Subtotal:-----		3,816	3,691	8,846	17,134	41,143	4,219	4,438	8,952	12,892	36,383
FRESH VEGETABLES											
FR ASPARAGUS(OCT)	MT										
JAPAN		3,363	3,026	5,285	5,872	10,284	11,677	11,424	20,441	23,901	40,777
CANADA		838	973	1,598	2,018	7,315	2,082	2,132	4,431	4,990	17,193
SWITZERLAND		1,216	512	1,574	805	2,363	3,881	1,855	5,213	2,943	7,628
EU 15		587	215	798	499	1,672	1,593	608	2,375	1,481	4,495
OTHER		34	13	48	53	347	165	55	209	173	1,455
Subtotal:-----		6,038	4,739	9,303	9,248	21,980	19,397	16,074	32,670	33,489	71,547
FR ONIONS(OCT)	MT										
CANADA		5,779	6,031	39,568	44,690	102,144	2,798	3,627	19,586	20,550	39,439
JAPAN		2,888	22	4,731	119,319	37,191	1,181	47	1,660	34,680	10,682
MEXICO		0	36	8,914	14,456	18,310	0	51	2,680	4,250	5,250
KOREA, REPUBLIC		0	0	38	11,959	13,366	0	0	19	3,577	4,909
OTHER		826	699	7,067	13,274	22,817	676	386	3,572	4,826	9,478
Subtotal:-----		9,493	6,789	60,318	203,698	193,829	4,654	4,111	27,517	67,884	69,758
CANNED VEGETABLES											
CND SWT CORN(AUG)	MT										
JAPAN		4,286	4,904	40,684	38,239	59,668	3,503	3,973	32,465	32,728	48,168
EU 15		2,453	3,432	32,868	22,845	39,467	1,800	2,609	23,780	17,292	28,525
TAIWAN		931	1,180	10,004	11,803	15,911	941	1,034	9,018	11,126	14,379
HONG KONG		906	982	9,352	7,513	13,803	699	847	7,209	6,429	10,733
UNITED KINGDOM		763	1,096	8,334	6,960	11,526	542	860	5,823	5,263	8,145
NETHERLANDS		280	411	10,471	2,259	11,266	191	298	7,457	1,483	7,928
OTHER		2,260	3,531	17,243	25,000	25,628	2,066	3,106	14,308	21,569	21,565
Subtotal:-----		10,836	14,029	110,151	105,401	154,477	9,009	11,568	86,780	89,145	123,369

U.S. EXPORTS OF SELECTED COMMODITIES BY DESTINATION
MARKETING YEAR BEGINNING AS INDICATED
MAR 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
CANNED VEGETABLES											
CND TOM PAS(JUL)	MT										
CANADA		3,680	3,181	32,444	38,060	43,168	2,936	2,584	27,791	30,750	37,437
JAPAN		738	1,166	6,597	8,115	8,247	555	975	5,513	6,401	6,858
AUSTRALIA		29	0	6,303	117	6,332	18	0	4,874	93	4,893
KOREA, REPUBLIC		746	317	4,235	1,757	4,800	617	318	3,850	1,667	4,343
OTHER		1,693	3,293	12,910	24,633	15,267	1,296	2,845	9,774	20,192	11,682
Subtotal:-----		6,886	7,956	62,489	72,683	77,814	5,422	6,722	51,802	59,104	65,213
CND TOM SAUCE(JUL)	MT										
CANADA		4,475	3,787	35,740	34,292	51,739	4,682	3,682	36,595	33,498	51,151
EU 15		1,335	169	4,965	7,065	7,209	1,392	344	5,758	7,073	7,955
MEXICO		643	260	4,410	5,106	6,060	329	195	2,806	3,431	3,953
JAPAN		482	532	4,019	4,384	5,201	559	731	4,362	5,017	6,127
UNITED KINGDOM		1,116	76	3,525	4,914	4,764	1,085	114	3,745	4,612	4,723
OTHER		2,047	458	7,279	6,731	10,504	1,791	634	7,132	7,058	10,037
Subtotal:-----		8,982	5,205	56,413	57,578	80,713	8,754	5,586	56,653	56,077	79,222
FRZN VEGETABLES											
FZN SWT CORN(JUL)	MT										
JAPAN		3,465	2,989	30,985	29,113	39,969	3,187	2,896	27,631	27,763	36,158
AUSTRALIA		301	314	4,682	3,108	5,189	225	250	3,510	2,567	3,921
HONG KONG		233	340	3,330	2,706	4,235	224	258	2,528	2,363	3,345
CANADA		477	352	2,249	2,874	3,124	398	253	1,808	2,255	2,543
OTHER		1,255	784	7,695	14,688	9,873	1,007	663	6,408	10,931	8,317
Subtotal:-----		5,731	4,779	48,940	52,490	62,389	5,041	4,321	41,885	45,879	54,283
FZN F FRY(JUL)	MT										
JAPAN		12,919	13,981	99,289	117,426	134,450	9,319	10,304	70,129	85,340	95,428
KOREA, REPUBLIC		1,971	2,502	12,607	14,210	17,784	1,224	1,747	8,263	10,166	11,869
HONG KONG		882	2,802	8,584	12,362	12,812	565	1,824	5,537	8,184	8,402
OTHER		6,448	11,816	55,643	84,907	75,482	4,985	8,788	41,156	66,115	56,337
Subtotal:-----		22,220	31,101	176,124	228,905	240,529	16,092	22,663	125,086	169,805	172,036
TREE NUTS											
ALMONDS UNSH(JUL)	MT										
JAPAN		608	301	4,690	2,532	6,276	1,614	992	11,463	7,659	15,711
INDIA		122	696	3,440	7,127	4,259	331	1,787	9,914	18,138	12,553
EU 15		0	249	701	2,853	867	0	614	1,425	6,911	1,759
OTHER		213	327	1,688	3,188	2,043	494	804	3,982	7,665	4,803
Subtotal:-----		943	1,573	10,518	15,700	13,445	2,439	4,197	26,784	40,374	34,827
ALMND SH/PREP(JUL)	MT										
EU 15		9,475	11,368	75,858	106,153	97,407	45,165	40,108	334,970	367,782	431,545
GERMANY		2,698	4,875	32,115	43,315	39,872	12,049	17,190	137,667	149,749	169,362
JAPAN		1,680	1,744	16,214	13,121	18,588	9,544	5,857	82,831	50,363	96,366
UNITED KINGDOM		1,249	1,109	9,520	9,059	11,946	5,574	4,279	39,365	32,296	50,821
NETHERLANDS		1,773	891	9,126	10,183	11,169	8,611	3,298	42,570	34,827	52,747
FRANCE		875	955	7,880	11,061	10,868	4,293	3,504	36,189	37,618	51,248
OTHER		3,332	4,275	36,738	48,462	46,653	14,821	13,719	152,307	152,674	189,227
Subtotal:-----		14,486	17,386	128,810	167,735	162,648	69,530	59,684	570,108	570,819	717,138
WALNUTS SH(AUG)	MT										
EU 15		280	244	6,819	7,163	7,709	701	794	14,685	15,058	16,845
JAPAN		379	645	3,401	3,458	4,911	2,143	2,359	18,442	13,326	26,606
ITALY		144	0	2,190	3,537	2,252	277	0	4,013	5,849	4,117
CANADA		309	136	1,589	1,765	2,120	965	466	5,073	5,452	6,996
FRANCE		0	19	1,417	489	1,417	0	80	2,616	1,106	2,616
ISRAEL		155	103	1,123	1,278	1,399	635	397	5,042	4,319	6,259
OTHER		267	427	2,320	3,633	3,200	1,257	1,519	10,056	10,869	13,316
Subtotal:-----		1,393	1,555	15,252	17,296	19,339	5,702	5,536	53,297	49,024	70,023
WALNUTS UNSH(AUG)	MT										
EU 15		757	130	36,568	43,569	37,212	1,272	255	69,541	69,153	70,728
SPAIN		175	14	9,689	10,145	9,746	277	25	18,297	16,164	18,400
NETHERLANDS		19	20	8,536	5,795	8,600	34	34	16,328	9,640	16,459
GERMANY		207	0	8,278	13,013	8,593	365	0	15,652	19,302	16,217
ITALY		268	38	5,830	9,116	5,908	448	71	11,238	15,026	11,358
OTHER		282	388	6,320	8,640	7,024	454	730	13,249	15,509	14,569
Subtotal:-----		1,038	518	42,888	52,209	44,236	1,726	985	82,790	84,662	85,296
HOPS&PRODUCTS											
HOP PELTS(SEP)	MT										
CANADA		144	201	656	707	1,267	925	1,309	4,386	4,691	8,310
BRAZIL		344	22	841	1,777	1,219	1,393	119	3,837	9,412	5,852
EU 15		96	44	454	768	504	302	190	2,688	4,781	2,988
MEXICO		93	0	93	0	363	615	0	615	0	2,593
JAPAN		0	34	256	432	256	0	135	1,383	2,727	1,385
UNITED KINGDOM		1	0	218	253	221	3	0	1,500	1,304	1,518
OTHER		58	146	457	842	616	175	650	1,790	4,594	2,431
Subtotal:-----		735	448	2,757	4,525	4,224	3,410	2,403	14,699	26,206	23,559
HOP EXTRACT(SEP)	MT										
MEXICO		321	78	1,686	416	2,246	1,749	2,354	11,307	12,000	15,676
EU 15		157	117	851	1,028	1,297	1,836	1,836	12,881	15,938	19,026
BRAZIL		129	0	394	236	533	755	0	3,675	3,293	4,742
GERMANY		45	50	310	511	459	559	768	4,053	7,953	6,085
NETHERLANDS		66	12	195	114	330	753	388	4,439	3,020	5,995
OTHER		108	184	808	1,150	1,385	1,438	2,639	15,875	17,380	23,698
Subtotal:-----		715	380	3,739	2,830	5,460	5,778	6,829	43,738	48,612	63,141
HOPS,NSPF(SEP)	MT										
EU 15		206	0	992	1,478	1,106	705	0	4,343	9,246	4,874
GERMANY		206	0	716	1,082	829	705	0	2,765	6,642	3,291
UNITED KINGDOM		0	0	268	378	269	0	0	1,468	2,306	1,472
JAPAN		71	54	231	144	233	458	295	1,417	923	1,424
MEXICO		0	0	1	0	132	0	0	9	0	598
BRAZIL		0	0	62	132	111	0	0	316	773	635
OTHER		52	55	191	308	419	516	294	2,377	1,845	4,026
Subtotal:-----		330	109	1,477	2,062	2,000	1,679	589	8,461	12,787	11,557
WINE											
GRAPE WINE(JAN)	KL										
EU 15		3,843	3,582	7,926	8,668	42,518	5,050	5,488	12,202	14,439	66,365
CANADA		3,866	1,930	7,992	5,902	32,725	4,399	3,191	9,863	9,844	49,168
UNITED KINGDOM		1,268	1,826	2,617	4,660	19,825	2,349	3,278	5,237	8,619	37,484
JAPAN		1,254	1,407	2,932	3,871	14,420	1,932	1,951	4,549	5,935	21,439
SWEDEN		1,052	225	1,799	351	6,841	488	178	1,227	361	4,335
OTHER		2,446	2,892	6,579	8,461	28,217	3,769	4,307	10,086	11,876	40,531
Subtotal:-----		11,409	9,810	25,428	26,901	117,880	15,151	14,937	36,700	42,095	177,503

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAR 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FR FRT & MLNS											
FR APPLES(JUL)	MT										
NEW ZEALAND		438	741	2,734	5,219	28,387	358	614	3,033	6,908	31,041
SOUTH AFRICA, RE		79	0	3,859	5,508	19,044	65	0	3,021	4,544	16,039
CANADA		2,229	2,733	26,803	36,023	29,886	1,188	1,472	11,923	13,854	13,666
OTHER		5,290	7,124	12,362	8,303	33,758	1,813	2,510	5,130	3,011	13,616
Subtotal:-----		8,036	10,598	45,758	55,053	111,075	3,424	4,596	23,107	28,317	74,362
FR PEARS(JUL)	MT										
CHILE		11,348	5,118	27,628	11,332	44,495	4,514	2,113	10,038	4,295	16,093
ARGENTINA		3,833	2,233	6,875	5,050	13,831	1,980	1,390	3,782	2,969	7,587
OTHER		912	1,163	2,792	2,466	7,183	733	648	5,768	4,287	9,888
Subtotal:-----		16,093	8,515	37,294	18,848	65,509	7,227	4,150	19,589	11,552	33,569
APRICOT (MAY)	MT										
CHILE		0	0	781	919	781	0	0	489	651	489
NEW ZEALAND		0	16	157	259	157	0	40	283	593	283
TURKEY		37	0	56	53	56	108	0	159	66	159
OTHER		0	0	47	2	47	2	0	62	3	62
Subtotal:-----		37	16	1,042	1,233	1,042	110	40	993	1,313	993
PEACH-NEC(MAY)	MT										
CHILE		4,588	7,715	42,869	49,100	42,893	2,973	4,943	27,590	31,406	27,605
OTHER		26	10	252	202	252	32	18	240	181	240
Subtotal:-----		4,614	7,725	43,121	49,302	43,145	3,005	4,960	27,830	31,587	27,844
PLUM-PRUNE(MAY)	MT										
CHILE		4,333	6,596	19,127	21,528	21,389	2,907	4,449	12,739	14,360	14,143
OTHER		23	0	122	291	233	15	1	117	420	215
Subtotal:-----		4,355	6,596	19,249	21,818	21,621	2,922	4,450	12,856	14,780	14,358
FRESH GRAPES (MAY)	MT										
CHILE		76,983	84,748	213,465	242,480	265,879	56,240	62,915	163,409	188,958	201,749
MEXICO		0	0	41,305	41,048	41,331	0	0	55,211	46,576	55,237
OTHER		310	1,168	1,279	3,451	1,566	410	1,209	1,080	5,673	1,482
Subtotal:-----		77,293	85,916	256,048	286,979	308,775	56,649	64,124	219,700	241,208	258,468
FR RASPBRY(JAN)	MT										
CANADA		0	0	0	19	6,176	0	0	0	46	13,062
OTHER		229	204	520	747	1,253	385	588	865	2,287	2,881
Subtotal:-----		229	204	521	766	7,429	385	588	865	2,333	15,943
FR STRAWBRIS(JAN)	MT										
MEXICO		4,454	5,943	7,507	10,306	18,950	8,648	11,917	16,194	22,246	31,945
OTHER		1	0	92	75	893	2	0	197	163	2,360
Subtotal:-----		4,455	5,943	7,599	10,381	19,843	8,649	11,917	16,391	22,409	34,305
FR BANANA(JAN)	MT										
COSTA RICA		69,358	66,172	183,506	184,372	977,101	20,674	21,541	52,716	57,482	247,820
ECUADOR		68,909	91,214	204,161	297,356	785,910	17,825	25,857	52,483	81,912	204,154
COLOMBIA		72,599	55,604	168,487	138,821	629,509	21,261	16,069	49,133	39,342	186,765
OTHER		102,727	105,094	294,877	285,300	1,301,463	29,337	29,557	75,100	79,561	357,419
Subtotal:-----		313,592	318,083	851,032	905,850	3,693,983	89,097	93,024	229,433	258,297	996,158
FR MANGO(JAN)	MT										
MEXICO		2,728	6,508	3,544	8,069	108,432	2,221	6,187	3,008	7,516	81,678
OTHER		807	1,974	3,104	5,745	15,163	755	1,163	3,426	4,783	15,151
Subtotal:-----		3,534	8,482	6,648	13,813	123,596	2,976	7,350	6,434	12,299	96,829
FR PINAPLE(JAN)	MT										
COSTA RICA		7,712	6,447	18,207	19,542	82,295	3,111	2,302	7,425	7,035	28,637
HONDURAS		3,414	3,392	8,918	8,762	28,782	939	1,177	2,454	3,002	7,927
OTHER		1,524	1,181	2,940	2,132	16,784	357	190	806	547	3,523
Subtotal:-----		12,650	11,020	30,065	30,436	127,861	4,408	3,669	10,685	10,584	40,086
FR CANTLPE(MAY)	MT										
COSTA RICA		9,486	11,785	28,279	33,253	43,061	4,608	5,561	13,155	14,811	18,971
MEXICO		11,320	11,956	45,781	58,169	63,603	2,631	2,628	12,977	16,192	17,851
HONDURAS		13,033	15,973	48,473	48,582	64,399	2,786	3,620	11,018	11,030	14,716
GUATEMALA		3,828	7,363	26,427	32,373	36,328	1,327	2,264	8,340	9,909	11,415
OTHER		4,882	6,060	15,642	16,896	19,831	1,111	1,436	3,662	3,938	4,630
Subtotal:-----		42,548	53,138	164,601	189,273	227,221	12,463	15,510	49,151	55,880	67,583
FR MELON,OT(MAY)	MT										
MEXICO		2,058	2,960	34,984	36,315	40,290	731	858	12,441	11,779	14,546
COSTA RICA		13,905	14,946	21,332	21,302	29,573	5,616	6,769	8,672	9,625	11,703
OTHER		8,649	11,322	37,762	41,033	44,425	2,645	3,718	12,602	13,313	14,557
Subtotal:-----		24,612	29,228	94,078	98,651	114,288	8,992	11,345	33,715	34,718	40,806
FR ORANGES(NOV)	MT										
AUSTRALIA		0	0	0	0	9,382	0	0	2	0	10,635
OTHER		825	1,643	3,204	4,679	6,849	378	516	1,553	2,040	2,592
Subtotal:-----		826	1,643	3,205	4,679	16,234	384	516	1,564	2,042	13,245
CANNED FRUIT											
CND MANDRN(JAN)	MT										
EU 15		4,435	5,388	9,288	10,994	29,717	3,327	5,268	7,061	10,761	23,341
SPAIN		4,435	5,388	9,154	10,993	29,580	3,327	5,268	6,939	10,758	23,213
CHINA, PEOPLES R		981	1,494	2,820	3,689	19,914	600	1,397	1,955	3,086	14,697
OTHER		30	148	105	188	948	36	112	107	162	828
Subtotal:-----		5,445	7,030	12,213	14,872	50,578	3,963	6,778	9,123	14,009	38,866
CND BLK OLV(NOV)	MT										
EU 15		1,234	1,070	6,004	4,453	12,078	2,392	2,378	11,240	9,974	23,739
SPAIN		1,014	931	4,997	3,470	9,944	1,931	2,126	8,974	7,689	18,786
MOROCCO		356	588	1,067	2,171	2,820	636	1,174	1,859	4,186	5,022
OTHER		19	10	79	34	113	18	21	133	79	207
Subtotal:-----		1,608	1,668	7,150	6,658	15,011	3,046	3,573	13,232	14,238	28,968
CND GRN OLV(NOV)	MT										
EU 15		3,843	3,497	15,598	14,580	39,796	9,770	11,107	39,314	42,900	104,310
SPAIN		3,793	3,485	15,241	14,272	39,081	9,682	11,071	38,695	42,284	102,782
OTHER		191	239	856	960	2,530	221	438	1,181	1,511	3,806
Subtotal:-----		4,034	3,735	16,454	15,540	42,340	9,991	11,545	40,496	44,411	108,155
CND PEACH(JUN)	MT										
EU 15		1,356	1,390	14,300	14,894	16,731	766	780	8,237	8,353	9,614
GREECE		1,281	1,383	13,093	14,615	15,515	722	757	7,479	8,059	8,832
OTHER		194	196	4,178	3,041	4,479	78	124	2,123	1,969	2,310
Subtotal:-----		1,551	1,586	18,478	17,935	21,211	845	903	10,359	10,321	11,925
CND PINAPLE(JAN)	MT										
THAILAND		15,438	8,900	45,154	28,845	154,150	8,280	4,611	23,651	15,151	78,883
PHILIPPINES		11,780	11,661	37,785	34,923	129,101	7,981	6,583	25,677	18,474	74,096
OTHER		3,702	3,357	10,729	14,118	50,388	1,366	1,705	4,043	5,699	20,440
Subtotal:-----		30,920	23,917	93,667	77,885	333,639	17,627	12,899	53,371	39,324	173,419
DRIED FRUIT											
DRD APRCT(JUL)	MT										
TURKEY		653	1,119	6,720	10,893	8,765	1,847	1,816	17,246	17,004	22,058
OTHER		90	6	462	138	556	271	7	1,147	323	1,434
Subtotal:-----		743	1,126	7,182	11,031	9,321	2,118	1,823	18,393	17,327	23,491

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAR 95

COMMODITY AND COUNTRY / COUNTRY REGION		QUANTITY					VALUE (1,000 DOLLARS)				
		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
DRIED FRUIT											
DATES(SEP)	MT										
PAKISTAN		807	332	2,275	1,497	4,346	762	305	2,360	1,440	4,288
OTHER		115	68	639	624	984	151	115	1,078	1,111	1,546
Subtotal:-----		923	400	2,914	2,122	5,330	913	420	3,438	2,550	5,835
DRD FIG(SEP)	MT										
TURKEY		98	138	856	1,035	1,329	106	150	1,337	1,496	1,854
EU 15		0	0	761	1,115	761	0	0	1,820	2,710	1,820
GREECE		0	0	727	1,069	727	0	0	1,695	2,571	1,695
MEXICO		0	0	1,186	250	1,376	0	0	518	857	1,203
OTHER		54	0	77	26	78	38	0	96	63	98
Subtotal:-----		153	138	2,881	2,426	3,545	144	150	3,771	5,126	4,975
DRD RAISIN(AUG)	MT										
MEXICO		0	339	3,413	3,723	3,413	0	275	3,151	3,226	3,151
TURKEY		200	123	1,850	1,377	2,151	217	138	1,882	1,352	2,187
CHILE		0	145	507	1,344	1,015	0	151	618	1,587	1,271
OTHER		105	3	327	181	376	75	4	347	204	403
Subtotal:-----		304	610	6,097	6,624	6,955	292	568	5,999	6,369	7,012
FRUIT JUICE(SSE)											
APPLE JUIC(JUL)	KL										
EU 15		36,654	34,353	204,306	216,590	301,622	7,447	9,755	43,273	54,252	63,142
ARGENTINA		469	1,551	192,870	177,518	329,391	68	252	36,425	27,530	56,887
GERMANY		25,310	27,513	138,366	158,515	206,824	5,543	8,048	30,094	40,727	44,839
OTHER		36,890	26,815	344,580	273,681	450,857	7,022	6,679	70,723	57,372	89,393
Subtotal:-----		74,013	62,718	741,755	667,790	1,081,869	14,538	16,686	150,421	139,154	209,422
FCOJ(DEC)	KL										
BRAZIL		109,335	14,743	445,027	223,905	1,294,427	20,882	3,081	83,738	43,527	235,899
OTHER		38,253	50,724	79,946	129,892	220,694	9,809	11,999	19,418	31,109	52,557
Subtotal:-----		147,588	65,467	524,973	353,798	1,515,121	30,692	15,080	103,156	74,636	288,456
GRAPE JU(JAN)	KL										
EU 15		1,955	407	5,043	1,636	23,269	966	240	2,620	830	12,643
ITALY		1,635	316	4,198	1,545	12,156	830	201	2,205	791	6,471
SPAIN		316	69	708	69	10,898	129	17	353	17	6,017
BRAZIL		66	1,072	772	2,911	12,663	102	317	329	992	4,500
OTHER		973	2,243	3,187	5,922	30,935	403	651	1,362	1,817	9,537
Subtotal:-----		2,994	3,722	9,002	10,469	66,866	1,471	1,207	4,312	3,638	26,679
PNEAPL JUCN(JAN)	KL										
PHILIPPINES		5,415	12,394	24,732	34,564	95,904	1,003	1,720	4,705	4,695	15,324
THAILAND		10,246	13,590	36,969	43,097	92,632	1,817	2,369	6,770	7,340	14,423
OTHER		2,142	1,249	5,474	4,254	24,503	558	285	1,380	929	5,518
Subtotal:-----		17,803	27,233	67,175	81,914	213,039	3,378	4,374	12,855	12,964	35,265
PNEAPL JUNC(JAN)	KL										
PHILIPPINES		2,686	4,112	11,986	11,731	43,380	847	1,275	4,114	3,611	12,278
THAILAND		683	1,351	1,972	3,192	10,030	549	1,068	1,623	2,468	8,176
OTHER		898	363	3,501	3,370	10,691	170	125	569	596	2,058
Subtotal:-----		4,267	5,826	17,460	18,294	64,101	1,567	2,468	6,307	6,675	22,511
FROZEN FRUIT											
FZN STRBRY(DEC)	MT										
MEXICO		5,384	6,076	7,820	13,803	17,926	5,130	5,884	7,475	13,587	17,210
OTHER		139	63	384	214	866	309	165	1,123	690	2,208
Subtotal:-----		5,522	6,139	8,205	14,017	18,792	5,440	6,049	8,599	14,277	19,418
FRESH VEGETABLES											
FR BEANS(OCT)	MT										
MEXICO		2,064	3,033	8,785	11,105	9,782	2,531	2,996	11,553	18,701	13,004
OTHER		6	22	248	220	922	12	21	178	196	723
Subtotal:-----		2,070	3,055	9,033	11,325	10,704	2,543	3,017	11,731	18,896	13,727
FR CARROT(OCT)	MT										
CANADA		2,640	2,393	34,268	53,822	48,304	696	838	8,121	15,539	12,253
MEXICO		1,236	2,838	6,729	8,700	11,417	462	464	1,599	1,380	2,924
OTHER		57	18	159	97	373	39	13	94	56	256
Subtotal:-----		3,932	5,250	41,156	62,619	60,095	1,198	1,315	9,815	16,975	15,433
FR CABBAGE(OCT)	MT										
CANADA		347	1,066	6,956	15,150	12,282	76	260	1,649	4,121	3,022
MEXICO		374	831	3,080	4,883	5,481	62	202	507	983	942
OTHER		2	26	144	31	190	6	12	48	21	86
Subtotal:-----		722	1,923	10,181	20,064	17,953	144	474	2,204	5,125	4,049
FR CELERY(OCT)	MT										
MEXICO		1,699	4,142	6,373	16,226	8,224	447	1,646	1,847	7,586	2,250
CANADA		18	0	399	370	4,237	11	0	133	126	1,267
OTHER		0	46	60	77	60	0	39	19	87	24
Subtotal:-----		1,717	4,188	6,833	16,673	12,522	458	1,685	1,999	7,800	3,541
FR CUCMBR(OCT	MT										
MEXICO		36,301	36,561	183,899	169,253	230,969	11,075	20,206	79,303	102,963	99,441
OTHER		2,611	4,805	15,330	14,775	20,004	719	968	4,074	4,043	7,461
Subtotal:-----		38,911	41,367	199,230	184,028	250,973	11,794	21,174	83,376	107,006	106,902
FR CAULFLWR(OCT)	MT										
CANADA		0	9	536	887	3,324	0	2	174	315	1,186
MEXICO		182	432	1,498	1,440	1,662	57	85	446	431	487
OTHER		0	3	0	13	0	0	2	0	8	0
Subtotal:-----		182	443	2,034	2,339	4,986	57	89	620	755	1,674
FR GARLIC(OCT)	MT										
MEXICO		1,110	1,817	1,260	1,961	10,289	857	2,013	1,023	2,259	10,397
CHINA, PEOPLES R		636	0	13,595	322	16,219	427	0	6,758	139	8,940
OTHER		1,223	616	3,327	5,274	4,609	1,586	887	4,106	7,405	5,490
Subtotal:-----		2,969	2,433	18,183	7,557	31,117	2,870	2,901	11,886	9,804	24,828
FR ONION(OCT)	MT										
MEXICO		50,392	60,932	111,098	118,173	180,514	20,237	20,190	67,821	71,171	108,275
OTHER		20,320	4,146	58,211	24,629	67,887	6,546	1,863	20,316	9,966	25,494
Subtotal:-----		70,712	65,078	169,309	142,803	248,401	26,783	22,053	88,137	81,137	133,769
FR PEPPERS(OCT)	MT										
MEXICO		29,634	28,402	106,394	121,103	143,889	26,559	23,441	103,220	136,312	137,306
EU 15		59	544	4,736	5,372	17,495	293	2,510	11,392	14,602	41,535
NETHERLANDS		51	522	4,580	5,153	17,046	245	2,400	10,904	13,939	40,236
OTHER		100	358	866	1,617	4,357	136	573	1,393	2,622	7,029
Subtotal:-----		29,794	29,304	111,996	128,092	165,740	26,989	26,524	116,005	153,537	185,870
FR SEED POT(OCT)	MT										
CANADA		37,171	26,435	66,631	57,098	106,339	8,544	5,062	13,835	10,214	21,734
OTHER		18	0	64	0	87	9	0	36	2	51
Subtotal:-----		37,188	26,435	66,695	57,098	106,426	8,554	5,062	13,871	10,216	21,785
FRESH VEGETABLES											
FR TBL POT(OCT)	MT										
CANADA		28,286	12,532	145,991	78,966	210,824	7,257	2,376	34,052	16,308	48,829
OTHER		12	0	50	20	59	1	0	19	14	31
Subtotal:-----		28,298	12,532	146,041	78,986	210,883	7,258	2,376	34,072	16,321	48,860

U.S. IMPORTS OF SELECTED HORTICULTURAL COMMODITIES BY ORIGIN
MARKETING YEAR BEGINNING AS INDICATED
MAR 95

COMMODITY AND COUNTRY		QUANTITY					VALUE (1,000 DOLLARS)				
COUNTRY REGION		CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR	CURR MO LAST YR	CURR MO CURR YR	YR TDT LAST YR	YR TDT CURR YR	LAST YEAR
FRESH VEGETABLES											
FR TOMATO(OCT)	MT										
MEXICO		83,604	95,317	254,856	306,333	381,437	40,439	51,623	223,788	238,472	300,973
OTHER		469	984	5,793	5,676	20,439	640	1,883	6,811	10,583	27,182
Subtotal:-----		84,073	96,301	260,649	312,009	401,876	41,079	53,507	230,599	249,056	328,155
FR ASPARG(OCT)	MT										
MEXICO		5,958	5,371	13,413	16,586	18,201	9,934	8,372	23,194	29,218	29,098
PERU		23	53	4,324	5,949	6,694	57	96	5,941	8,966	9,728
OTHER		4	25	2,091	2,717	2,817	4	28	2,079	3,006	3,003
Subtotal:-----		5,984	5,450	19,828	25,251	27,711	9,995	8,496	31,213	41,190	41,829
CANNED VEGETABLES											
CND TOM PST(JUL)	MT										
MEXICO		1,925	243	2,118	852	28,428	1,241	237	1,370	664	18,343
CHILE		751	90	1,700	1,232	5,786	710	78	1,360	978	4,827
OTHER		1,317	1,973	6,047	7,448	9,199	940	1,372	3,964	5,194	6,024
Subtotal:-----		3,994	2,306	9,865	9,532	43,412	2,891	1,687	6,694	6,835	29,193
CND TOM SAUCE(JUL)	MT										
EU 15		359	503	1,436	7,183	6,956	1,069	512	2,015	5,480	5,984
SPAIN		299	116	538	4,421	5,574	1,020	345	1,477	4,085	5,152
CANADA		510	712	3,860	4,551	4,507	387	484	2,505	3,175	2,959
OTHER		456	417	2,198	7,074	3,926	739	627	1,743	5,861	2,659
Subtotal:-----		1,325	1,632	7,495	18,807	15,390	2,194	1,623	6,263	14,516	11,602
CND TOMATO(JUL)	MT										
CHILE		637	1,389	6,054	12,015	11,194	392	600	3,042	5,457	5,358
EU 15		979	1,103	12,153	15,951	16,699	353	309	3,827	4,861	5,304
ITALY		961	1,035	11,946	15,796	16,403	343	289	3,750	4,814	5,200
ISRAEL		639	606	8,264	7,869	11,366	233	277	2,587	2,745	3,408
OTHER		299	28	3,278	891	4,426	162	15	1,651	449	2,215
Subtotal:-----		2,553	3,126	29,749	36,725	43,686	1,140	1,201	11,107	13,512	16,285
CND MSHROOM(JUL)	MT										
CHINA, PEOPLES R		1,723	3,677	11,539	14,288	18,168	2,351	6,274	18,841	25,583	28,859
INDONESIA		1,266	1,494	7,120	13,394	10,212	3,079	3,808	15,958	34,740	23,976
HONG KONG		1,264	682	7,507	4,064	12,407	2,359	1,519	12,712	9,238	22,900
OTHER		2,115	1,760	10,206	16,666	17,366	4,999	4,274	26,854	41,735	42,560
Subtotal:-----		6,368	7,613	36,372	48,413	58,153	12,787	15,876	74,365	111,296	118,295
FROZEN VEGETABLES											
FZN BROCLI(SEP)	MT										
MEXICO		14,486	18,634	64,780	92,552	111,894	10,332	10,014	45,189	55,542	75,111
OTHER		715	1,117	12,950	11,948	17,183	467	836	8,435	8,388	11,448
Subtotal:-----		15,201	19,751	77,730	104,500	129,077	10,799	10,850	53,624	63,930	86,559
FZN CAULFLR(SEP)	MT										
MEXICO		880	681	24,409	21,369	26,053	611	467	21,464	13,673	22,679
OTHER		152	166	2,090	1,960	2,946	84	127	995	1,325	1,522
Subtotal:-----		1,032	847	26,500	23,329	28,999	695	595	22,459	14,997	24,201
FZN POTATO(SEP)	MT										
CANADA		11,848	14,744	73,622	89,614	128,822	6,702	9,199	41,194	52,656	71,265
OTHER		27	22	204	138	258	24	40	176	172	280
Subtotal:-----		11,876	14,766	73,825	89,752	129,081	6,726	9,239	41,370	52,828	71,545
TREE NUTS											
PISTACHIO NSH(SEP)	MT										
TURKEY		2	0	107	15	110	8	0	296	39	304
HONG KONG		0	0	15	1	81	0	0	35	5	143
OTHER		0	0	0	68	0	0	0	1	113	1
Subtotal:-----		2	0	122	84	191	8	0	332	157	448
CASHEW NUT(AUG)	MT										
INDIA		3,852	1,726	26,409	22,639	40,026	15,775	7,420	109,887	97,730	170,332
BRAZIL		1,285	2,004	14,090	13,372	19,611	6,450	8,814	60,956	61,613	87,871
OTHER		372	150	3,009	2,339	4,804	1,430	657	10,371	9,943	18,104
Subtotal:-----		5,510	3,880	43,508	38,350	64,440	23,656	16,891	181,214	169,286	276,306
FILBERTS(AUG)	MT										
TURKEY		109	946	2,511	3,187	3,360	428	3,124	8,006	11,532	11,711
OTHER		7	4	99	189	196	42	19	305	569	763
Subtotal:-----		117	949	2,610	3,376	3,556	470	3,143	8,311	12,101	12,474
PECANS NSH(SEP)	MT										
MEXICO		2,218	500	6,398	18,993	6,667	2,411	431	7,318	37,599	7,599
OTHER		0	0	327	41	327	0	0	1,081	68	1,081
Subtotal:-----		2,218	500	6,726	19,034	6,994	2,411	431	8,399	37,666	8,680
WINES											
CHMP&SPRK WN(JAN)	KL										
EU 15		1,392	1,351	3,688	3,863	29,631	12,955	16,926	33,394	38,363	269,026
FRANCE		558	610	1,379	1,396	10,246	9,491	13,553	23,649	27,824	185,494
ITALY		451	430	1,320	1,554	11,131	1,895	2,118	5,778	6,942	49,372
OTHER		69	12	107	33	364	190	40	292	108	1,150
Subtotal:-----		1,461	1,364	3,795	3,896	29,995	13,145	16,967	33,686	38,471	270,176
FT&VERM WN(JAN)	KL										
EU 15		1,091	1,002	2,632	2,735	14,201	4,287	4,638	10,011	11,817	56,651
ITALY		590	498	1,438	1,443	8,087	1,487	1,237	3,526	3,685	19,802
PORTUGAL		153	149	296	333	1,615	1,405	1,757	2,736	3,633	16,685
SPAIN		256	283	711	765	3,667	975	1,393	2,983	3,604	16,223
OTHER		26	33	45	63	215	71	110	163	242	911
Subtotal:-----		1,117	1,034	2,677	2,798	14,417	4,357	4,748	10,174	12,059	57,562
OTH GP WINE(JAN)	KL										
EU 15		15,305	14,627	35,743	37,797	173,380	49,535	52,824	114,596	133,883	585,926
FRANCE		4,700	4,376	11,336	12,062	58,150	26,291	25,707	58,650	66,246	293,182
ITALY		8,490	8,455	19,358	20,457	91,466	17,349	21,133	42,493	51,822	223,717
OTHER		3,664	4,717	9,507	10,520	46,145	8,076	10,744	21,797	25,439	110,741
Subtotal:-----		18,969	19,345	45,250	48,317	219,533	57,611	63,568	136,393	159,322	696,680
OTH WN PROD(JAN)	KL										
EU 15		391	292	1,167	1,012	4,771	479	449	1,528	1,573	6,612
JAPAN		168	115	449	344	1,598	625	708	1,626	1,751	6,210
CANADA		361	21	793	288	3,301	458	11	965	266	4,303
UNITED KINGDOM		116	178	487	610	2,489	150	262	642	874	3,392
OTHER		71	116	263	263	1,018	161	277	518	548	2,003
Subtotal:-----		991	544	2,671	1,906	10,689	1,723	1,446	4,636	4,139	19,127
CUT FLOWERS											
ROSES(JAN)	NONE										
COLOMBIA		0	0	0	0	0	8,686	3,700	31,674	29,446	90,891
OTHER		0	0	0	0	0	2,172	3,317	12,450	16,746	34,773
Subtotal:-----		0	0	0	0	0	10,857	7,017	44,124	46,192	125,664
CARNATIONS(JAN)	NONE										
COLOMBIA		0	0	0	0	0	9,441	7,415	24,732	24,781	88,240
OTHER		0	0	0	0	0	478	344	861	890	2,408
Subtotal:-----		0	0	0	0	0	9,920	7,759	25,593	25,671	90,648

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